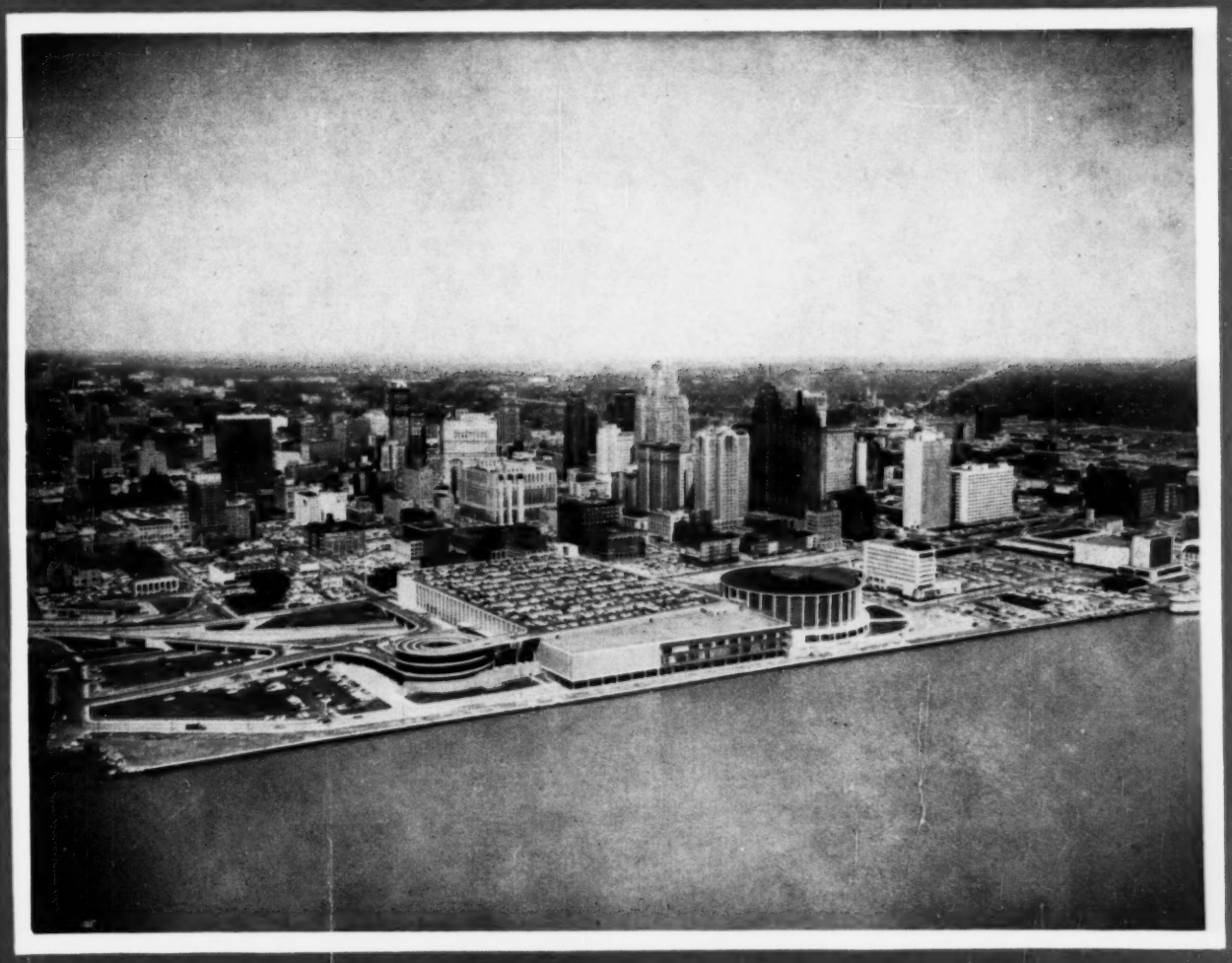
Board of Trade Journal

Volume 182, No. 3383 19 January 1962



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Board of Trade Journal

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The Magic of Detroit — Today's Eldorado for British Businessmen

By Sir James Easton, H.M. Consul-General

METROPOLITAN DETROIT is on the threshold of one of its periodic forward thrusts. Contracts between the car producers and the powerful United Automobile Workers Union have been concluded, which means that for the next three years manufacturer and wage earner can anticipate an era reasonably free of wasteful dispute. Elsewhere, there is evidence of accelerating output of steel, machine tools, chemicals and of rising activity among the vast number of ancilliary suppliers to the car, truck and tractor makers. Fiscal and revenue problems, until recently adversely reported in the press, have been defined and are in progress of solution.

Gigantic schemes involving slum clearance and the erection of public and civic buildings are being pushed forward with typical American energy. Old buildings are being ripped down, and replaced with modern structures. The existing considerable network of four and eight lane highways is being greatly enlarged. Car and truck factories are producing at near full capacity. Within the State, more than 3,300 classified products are made. Roughly one third of the factories concerned are located in and around Detroit. Money is being earned – and spent, by the close to four million inhabitants of Detroit and vicinity where family incomes average slightly over $8,000 annually.

Inevitably, this rich city became and continues to be one of the prime exporting centres of America. Equally, during the post-war years, it has become one of the nation's principal importing communities. Barring Iron Curtain countries, merchandise from almost all lands is being sold in stores and factories throughout the State at wholesale and retail levels. There are many reasons why this is so.

A forthright declaration by the Greater Detroit Board of Commerce that World Trade is a two-way street. During the past decade they have used every opportunity, from the rostrum and in print, to promote reciprocal long term trade agreements, the downward revision of tariffs, the elimination of quotas, easement of trading restrictions and repeal of the Buy American Act; in short they have vigorously urged the removal of trade barriers.

Matching the Board's statesmanlike pronouncements, are the views of the powerful United Automobile Workers of America Union. Guy Nunn, their director of Radio and Television, in a recent televized broadcast said: 'No country can be really prosperous without a healthy two-way trade. . . . Between 1946 and 1960 Great Britain imported goods to the value of $13·9 billion from the United States, but exported merchandise valued at $7·6 billion to the American market, leaving a balance in favour of the United States amounting to $6·2 billion' (i.e., six thousand million dollars). 'The 1960 figures of Anglo-United States trade are equally revealing. Returns indicate that in 1960 the United Kingdom imported from the United States goods valued at $1·58 billion and exported to the United States goods valued at $900 million, leaving a balance of $680 million in favour of the United States. . . .'

Bowater paper being unloaded at the *Detroit News* warehouse.

Mr. Nunn spoke of the imbalance in favour of the United States, principal exports notably iron and steel, chemicals, machine tools

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Front Cover Photograph

The recently completed Convention Hall and Exhibition Centre are among the many new buildings in the 'downtown' and waterfront areas of Detroit. Generally conceded to be the world's largest centre for the production of passenger cars and trucks, Metropolitan Detroit is also the location for the manufacture of a third of the 3,300 classified products made within the State.

The new Consul sedan in the English Ford Line has dual headlamps, a front grille and a Z-line rear styling treatment. The 1962 model Capri, Consul and Anglia cars will be brought from England into Detroit by the all-water St. Lawrence route during 1962. Two and four-door sedans are sold by 500 English Ford Line and selected Lincoln-Mercury dealers throughout the United States.

and pointed out that the United Kingdom is now America's second largest market. He said 'the purchase of a British product by an individual or firm in the United States need not adversely affect the American balance of trade, or produce unemployment. On the contrary, it creates employment and also enables Great Britain to purchase more American commodities and manufactured goods to the mutual benefit of both economies.'

After touching on the dangers of resorting to campaigns against foreign goods, import restrictions and boycott, Mr. Nunn concluded with the remarks of President Kennedy during a press conference on March 8, 1961. 'Two can play this game. Therefore Unions in other countries can refuse to load or unload our goods. Pretty soon we will find ourselves with a serious situation among friendly nations and also one which would be harmful to the gold flow.'

Huge Trading Potential

There is a growing appreciation during the last ten years by foreign merchants and manufacturers of the huge trading potential in the Mid-Western States of America. Formely exporters to America were content to make distribution arrangements with wholesale houses located at ports on the Atlantic seaboard. The opening of the St. Lawrence river to world shipping has focused world attention on vast new Mid-West markets ripe for development. This means that in many cases the appointment of an East-coast 'all-American' agent may no longer be the best way of exploiting the new situation.

There is also a willingness on the part of businessmen in the Mid-West to give careful consideration to any proposition or product holding promise of profit. And it is in this regard that the visitor from Britain can be assured of a very warm welcome. Whether this is because of our common language and identity of world wide interests and objectives, is difficult to say.

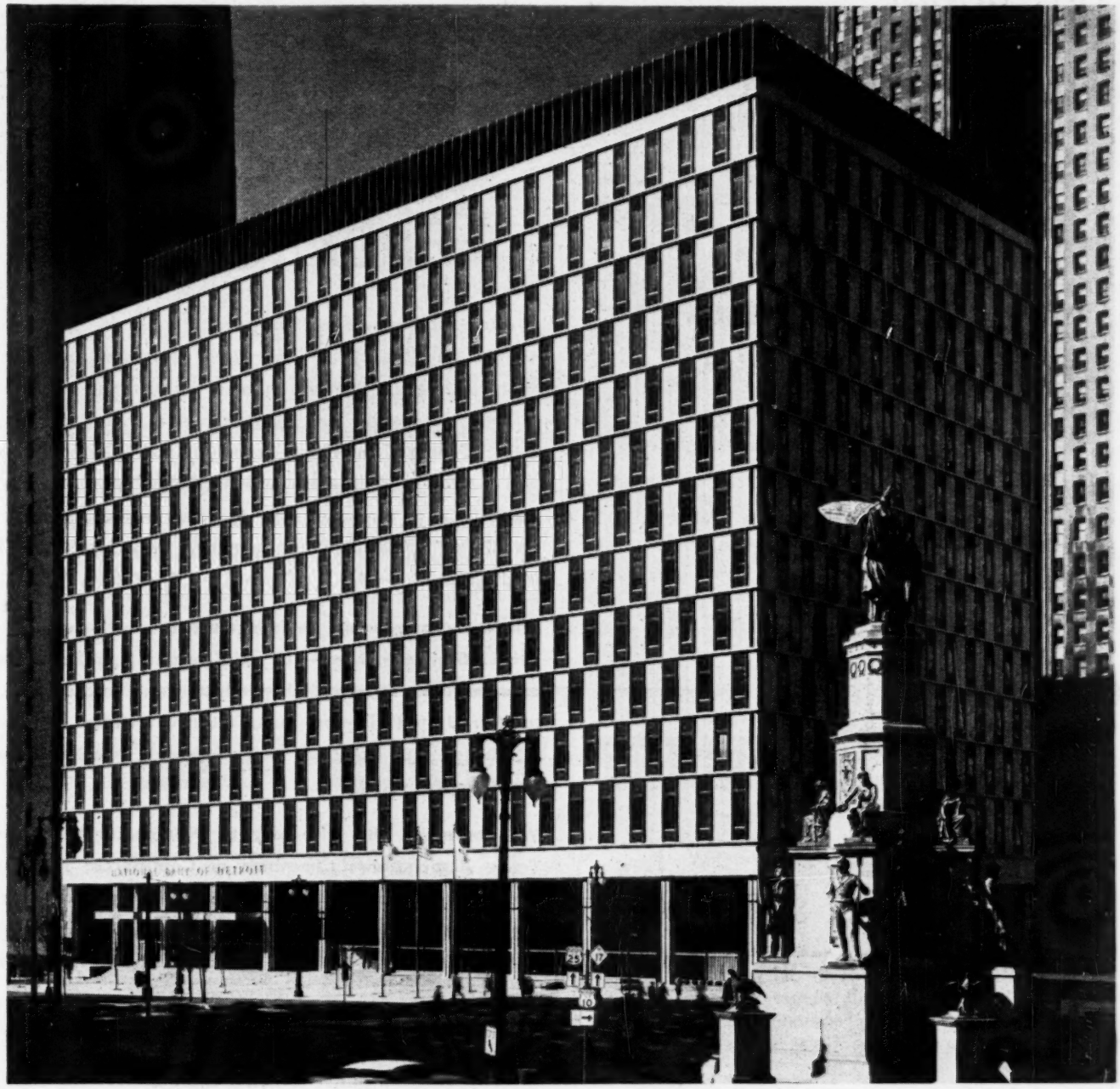
The fact is that British stock is at an all time high in this area and our American friends delight in doing all they possibly can to assist British businessmen in accomplishment of their missions. We at this Consulate-General play our part by arranging appropriate Anglo-American introductions to their mutual benefit.

The States of Ohio, Michigan and Illinois with a combined population of about 27 million are served mainly by the Ports of Cleveland, Detroit and Chicago. These cities have rapidly expanding dock and harbour facilities to meet the needs of increased incoming and out-

(*Continued on page* 93)

This article is the seventh in the series published in the* Board of Trade Journal *describing the market for British goods in the various regions of the United States. Those already published are: Chicago (May 26, 1961); California (September 1, 1961); Seattle (September 15, 1961); New York (November 3, 1961); Alaska (December 8, 1961); and Texas (December 15, 1961).

This is our Main Office occupying a full city block in downtown Detroit. It was erected for our exclusive use and is staffed with 3,000 people. We also have 67 branch offices serving the greater Detroit area.



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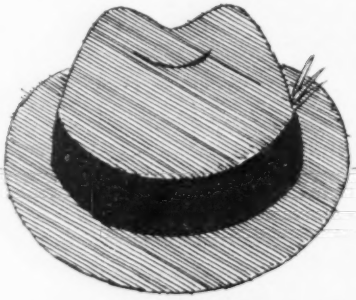

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The Directory would be indispensable to those of our British friends wishing:— to sell direct to giant industrial organizations; to have their products made in the U.S.A; to offer United Kingdom manufacturing facilities to firms in Michigan; to negotiate an exchange of marketing and technological skills.

We commend the Directory to Manufacturing and/or Trade Associations; Chambers of Commerce; Machine Tool Builders; Specialist Export Houses; Steel Producers; Government Agencies; Regional Industrial Development Offices; Travel Associations and Trade Show Promoters.

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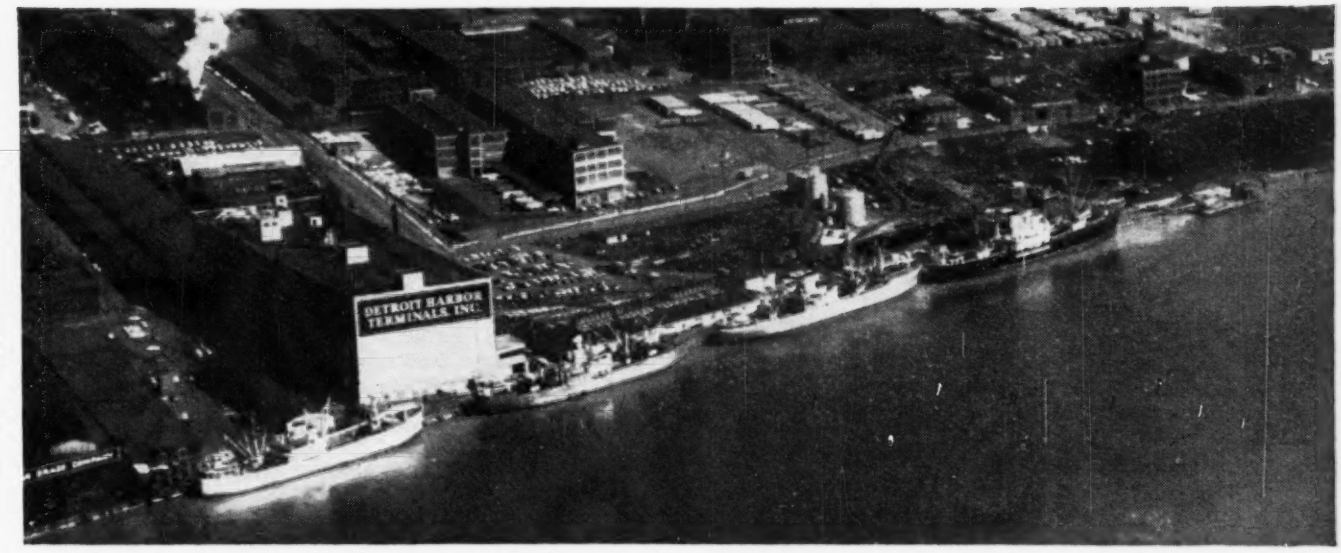

The States of Ohio, Michigan and Illinois, with a combined population of about 27 million, are served mainly by the Ports of Cleveland, Detroit and Chicago. These cities have rapidly expanding dock and harbour facilities as can be seen from the warehouses of the Detroit Harbor Terminal Inc., located on the Detroit River.

going sea-borne traffic. Points in all three States have efficient road. rail and air travel systems, extending deep into adjoining States, Cleveland, Detroit and Chicago are now well established areas of distribution catering to the needs of some 20 million inhabitants in and beyond the confines of Ohio, Illinois and Michigan, constituting a compact market of roughly fifty million, without question the richest in the world. Small wonder then that merchants from almost all countries include Chicago, Cleveland and/or Detroit in their selling itineraries.

There is a tremendous potential for British products in this area. The staffs of the Consular posts in Cleveland, Detroit and Chicago have an intimate knowledge of local industries trends, and conditions, and their assistance is freely available at all times to British firms interested in the opportunities which this flourishing market offers.

(*Continued at foot of next page*)

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Committee on Decimal Currency is Announced

ON JANUARY 11 the Treasury announced the names of the Committee to advise on Decimal currency. They are as follows:

Professor R. G. D. Allen, Professor of Statistics, London University; Mr. Vernon Ely, Elys (Wimbledon) Ltd.; Miss Anne Godwin, Chairman of the T.U.C.; Mr. J. M. A. Smith, part-time member of the National Coal Board and formerly assistant managing director, Ford Motor Co. Ltd., and Mr. R. G. Thornton, director, Barclays Bank Ltd.

The Committee will also have the help of three assessors from the Bank of England, the Royal Mint, and the Treasury.

The announcement about the setting up of the Committee was made by Mr. Selwyn Lloyd, Chancellor of the Exchequer, in Parliament on December 19, 1961. The Chancellor said:

'As I have already informed the House, the Government have been considering this question in the light of the public interest shown in it, particularly following the Joint Report of the Committees of the British Association and the Association of British Chambers of Commerce.

'The Government's view is that real advantage would follow from adopting a decimal currency. At the same time it is clear that, in view of the widespread use of accounting and other monetary machinery, the transitional cost would be substantial. It should, however, be possible to limit this cost, both by the choice of the size of the new units to be adopted and by careful timing of the changeover. Before reaching a final decision, therefore, the Government consider that there should be a full-scale investigation into the best form of decimal currency, the steps by which the change could be brought about, and the cost of the changeover to the economy as a whole.

'The Government have accordingly decided to set up a Committee of Inquiry whose terms of reference will be:

(a) To advise on the most convenient and practical form which a decimal currency might take, including the major and minor units to be adopted.

(b) To advise on the timing and phasing of the changeover best calculated to minimize the cost.

(c) To estimate the probable amount and incidence of the cost to the economy of proposals based on (a) and (b).

'I am glad to say that Lord Halsbury has accepted my invitation to be Chairman of the Committee. I shall announce the names of the other members early in the New Year. The Government are very conscious of the importance of reaching firm decisions in this matter as soon as possible. They will accordingly discuss with the Chairman ways and means by which the Committee may be enabled to make rapid progress with their work. The other Commonwealth Governments have been informed of our proposals.'

The Magic of Detroit (*Continued*)

The wares of some hundreds of British firms are already being sold wholesale throughout the territory, in substantial volume. Ventures that were started modestly within recent years have grown to the point where now there are many importing firms whose annual turnover with the United Kingdom exceeds many millions of dollars. There are scores of organizations whose annual British purchases top the $100,000 mark and there are hundreds more who regularly buy direct from the United Kingdom in lesser amounts, representing in aggregate, new business for Britain. But there are still too many potential British exporters who do not send to the United States powerful representatives to investigate opportunities for their products and to do their utmost to seize these opportunities.

The maintenance and continuance of the present state of trading is in a large measure assured by personal liaison between supplier and customer. Expansion of our exports, especially of new lines, depends even more on personal contact between exporters and potential customers. There is no doubt in my mind but that this ideal form of Anglo-American trading partnership will strengthen and grow in the years ahead. To the prospective newcomer into the American market, I would say 'Make for the Mid-West – chances are that somewhere in this tightly-knit territory will be found the answer to your problem. My colleagues at Chicago, Cleveland and here in Detroit are anxious to do all we can to help.'

Provisional Figures of United Kingdom Trade in December

Recorded Values (Table A)

United Kingdom exports in December were valued at £298·5 million, imports at £338·5 million, and re-exports at £12·9 million.

United Kingdom exports in 1961, at £3,682 million (f.o.b.), were 3½ per cent. greater than in 1960. Imports at £4,399 million (c.i.f.) were 3½ per cent. less. Re-exports amounted to £158 million (f.o.b.) compared with £141 million in 1960.

Seasonally Adjusted Values (Table B)

After eliminating normal seasonal variation, United Kingdom exports in the fourth quarter were 1½ per cent. less than in the third quarter.

Imports were 1½ per cent. more in the fourth quarter than in the third quarter.

Monthly average re-exports in the fourth quarter amounted to £13 million compared with £15 million in the third quarter.

United Kingdom Trade

A. Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1959†	277·5	331·9	10·9
1960	296·3	379·9	11·8
1961*	306·9	366·5	13·2
1960 4th Quarter	302·8	391·0	12·0
1961 1st Quarter	312·5	385·3	13·0
2nd Quarter	311·3	372·2	13·4
3rd Quarter	291·4	347·9	13·5
4th Quarter*	312·2	361·0	13·0
1961 July	308·7	350·2	14·4
August	305·2	358·8	13·4
September	260·5	343·1	12·5
October	319·4	378·0	13·0
November	319·4	373·0	12·9
December*	298·5	338·5	12·9

B. Seasonally Adjusted Values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1960 4th Quarter	295	390	12
1961 1st Quarter	309	385	12
2nd Quarter	305	363	13
3rd Quarter	309	357	15
4th Quarter*	305	363	13
1961 July	307	354	16
August	324	361	15
September	297	360	14
October	311	378	12
November	305	359	14
December*	297	350	14

*Provisional.

†Excluding exposed cinematograph film. United Kingdom exports in 1960 were at a monthly rate of £339,000, imports at a monthly rate of £153,000.

Note:
Trade Account figures of imports and exports differ from those for visible trade in the balance of payments, where imports are entered f.o.b. and insurance and freight, in so far as they are paid abroad, are included in invisible expenditure.

Exporters Year Book

Current requirements for documentation in export markets throughout the world are among the subjects dealt with in the 1962 'Exporters Year Book.' Copies are obtainable from The 'Syren & Shipping' Ltd., 7-17 Jewry Street, London, E.C.3. Price, 57s. 6d.

Minister of State's Tour of Industrial Centres Begins

SIR KEITH JOSEPH, Minister of State, Board of Trade, began an intensive tour of industrial centres in all parts of the country on January 9 (see last week's *Board of Trade Journal*, page 39). His aim is to meet as many as possible of those who are already engaged in export trade in order to discuss with them successes, ideas, problems or difficulties.

His tour began (on January 9) when he visited the Pyrene Co. Ltd., at their main factory on the Great West Road, Brentford, Fire and Safety Engineers. He was accompanied by his Private Secretary, Mr. N. S. Belam and Mr. N. S. W. Ashwanden, Deputy Regional Controller, Board of Trade, London & South Eastern Region. The Pyrene Co. exported its products to nearly 120 countries during 1961, these exports including major fire extinguishing equipment for large industrial undertakings such as oil refineries, airfields, ships, and nuclear power establishments.

Later the same day, the Minister visited the Firestone Tyre and Rubber Co., on the Great West Road at Brentford. This factory is one of 47 Firestone plants throughout the world. The company employs over 90,000 people and claims a turnover of £1 million per day. The Brentford factory exports largely to the Middle East, West Africa and the West Indies.

On Thursday, January 11, the Minister visited the Works of J. Brockhouse & Co. Ltd., at West Bromwich. The Brockhouse Organization embraces 30 companies at home and overseas and they have recently set up plants in West Germany and Italy. The company manufacture a vast range of products including car axles, drop forgings, municipal and airfield sweeping machines, oil field equipment and light steel structures. A substantial proportion of these products are exported.

On January 16, he visited G. A. Harvey & Co. Ltd., at the Greenwich Metal Works. The G. A. Harvey Co., make fabricated steel vessels and plant for the petroleum and chemical industries, woven wire products, steel office furniture, and general sheet-metal work. Their exports now represent about 20 per cent. of total sales.

Later that day, he visited Coates Bros. & Co. Ltd. (printing ink, paint and varnish manufacturers at St. Mary Cray, Kent). This company also makes synthetic resins and their direct exports from the United Kingdom in 1961 were worth over £1 million: 50 per cent. of the total printing ink industry exports during 1960 and 1961 were made by Coates Brothers.

In each factory he visited, the Minister made a point of speaking with those concerned with design, market research and export sales.

Other factories to be visited by the Minister in the immediate future are:

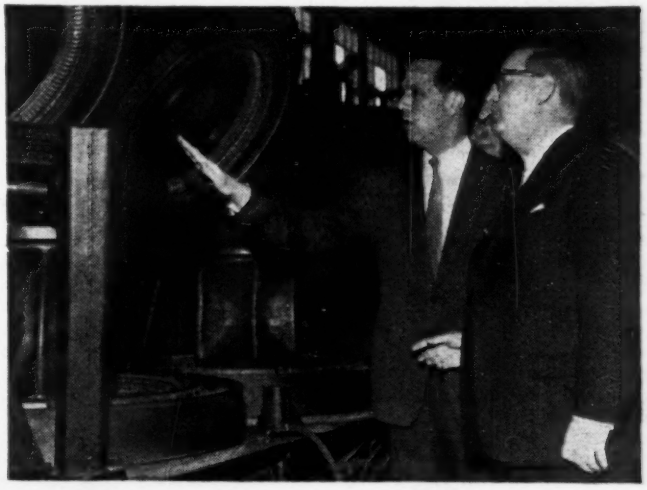
IPSWICH:

January 22: Ransomes & Rapier Ltd., Ransomes Sims & Jefferies Ltd., Cocksedge & Co. Ltd.

WARRINGTON:

January 26: Ryland Bros., Ltd.

The Minister (right), talks to Mr. Ronald Bayley, a fitter at the head office and works of the Brockhouse organization during his visit to some of the Group's factories on January 11.



The Minister (left) with Mr. J. Mattinson, Firestone works director, examining an automatic type vulcanizing machine.

The Minister at the works of the Pyrene Co. Ltd., at Brentford, Middlesex. He is seen here (centre) inspecting steel pressings which are being tested before fitting into home fire extinguishers, with Mr. A. L. Lewis, general works manager. These steel pressings form part of an export order for Spain.

'Selling to Europe' Conference at Birmingham

A one-day conference on 'Selling to Europe' at Birmingham Chamber of Commerce on January 10 was attended by some ninety Midlands industrialists.

The aims of the conference were to encourage exporters to drive harder for expansion of trade in Europe and to persuade non-exporters to 'take the plunge'.

In sessions dealing with initial market research, establishing, maintaining and consolidating a sales organization the conference was addressed by industrialists who had achieved success and were able to give advice based on their own experiences.

Herr Wilhelm Rump, Vice-President of the British Trade Council in West Germany, President of the Hamburg Group of the German Agents' League and Representative of the National Association of British Manufacturers, gave a candid speech on customers' complaints and advised exporters to ensure that their goods were suitably designed for the market, competitively priced, delivered on time and that after-sales service was adequate. He also suggested using British east coast ports to relieve the congestion in London and greater use of the Telex service in correspondence between British exporters and their European customers.

B.T.H.A. Surveys Visitors to Sheffield

'NEARLY a quarter of a million people stayed in Sheffield on business and holiday in 1961, one hundred and twenty thousand of them in Sheffield's hotels and guest houses. Thirty thousand more stayed in the inns and hotels just outside the City's boundaries, from which the City's business centre is easily reached'. These facts are included in a survey made by the British Travel and Holidays Association in co-operation with Sheffield Corporation.

The Survey continues: 'Sheffield's hotels and boarding houses received three thousand five hundred overseas visitors, and three thousand more stayed in the surrounding countryside – more than one thousand of them in two inns alone. Twenty-five per cent. of the City's households received friends or relatives on holiday for a night or more a year. The higher the standing of the household, the more frequently does it receive people on holiday. On the basis of results, it is estimated that one hundred thousand people visit Sheffield's private houses in a year and the number of overseas visitors (many of them young people on exchange visits) is estimated at not less than two thousand.

'Altogether, between £1½ million and £2 million was spent by visitors in Sheffield in 1961, about £150,000 by overseas visitors. The figures exclude expenditure of in-transit day visitors'.

Delay in Letters from Italy

THE G.P.O. Postal Services Department say that they have been receiving a number of complaints about the length of time taken for letters from Italy to reach this country and that readers of the *Board of Trade Journal* may be interested in knowing why this is so.

Until recently the Italian Post Office operated a similar service to that which the GPO offers whereby letters for European destinations are sent by air without surcharge if earlier delivery thereby results.

As from September 1, 1961 however, Italy reverted to a surcharged air mail service for Europe with the result that letters which are not prepaid for air conveyance are being sent to this country by surface route and consequently are taking much longer to arrive here.

There is a minor exception to this procedure in that unsurcharged letters weighing up to five grammes may be sent by air but for all practical purposes it is thought that the air service may be regarded as fully surcharged.

Commonwealth Congress in London

H.M. THE QUEEN will open the 21st Congress of the Federation of Commonwealth and British Chambers of Commerce, presided over by Lord Lloyd, a director of Lloyds Bank, when it meets in London on May 21. The four-day Congress will decide what steps must be taken to promote and expand Commonwealth trade.

Open General Export Licence for Iron and Steel Scrap

AT THE REQUEST of the Ministry of Power, the Board of Trade announce that arrangements have been made to permit the export of a wider range of iron and steel scrap until April 25, 1962. An Open General Licence has been issued permitting the export to any destination during the period January 23 to April 25, 1962 (inclusive) of iron and steel scrap not exceeding an f.o.b. value of £25 per ton but excluding material derived from armour plate, military equipment described in Group 1 of the First Schedule to the Export Control Order, internal combustion engine cylinder blocks, manhole covers, or railway chairs.

Inquiries about this licence should be made to the Export Licensing Branch, Board of Trade, Gavrelle House, Bunhill Row, London, E.C.1. (Telephone: Monarch 4071). Copies of the Open General Licence (price 3d. each, by post 5½d.) will be obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, and branches.

Note:

This Open General Licence replaces the Open General Licence issued on October 20, 1961, which permitted the export of compressed baled iron and steel scrap and iron and steel scrap turnings and borings, not exceeding an f.o.b. value of £25 per ton. The effect of the new Licence is to permit, for a limited period, the free export of basic grades of iron and steel scrap, while safeguarding home requirements of high value alloy steel scrap and certain grades of cast iron scrap.

Purchase Tax on Antiseptics and Disinfectants

THE COMMISSIONERS of Customs and Excise understand that there has been a misapprehension as to the effect of their earlier announcement (see *Board of Trade Journal*, July 21, 1961, page 133), and that in consequence registered wholesalers still hold stocks of proprietary disinfectants which bear labels indicating suitability for use as an antiseptic, gargle or mouthwash or for other toilet or medicinal purposes.

As an exceptional measure, the Commissioners will not for the time being require registered wholesalers to account for tax on these goods when they are delivered to an unregistered trader (or appropriated to retail trading) provided that the goods in question were despatched to the wholesaler by the manufacturer concerned before January 1, 1962.

This concession will enable stocks of goods bearing discontinued labels which remain in the course of distribution to be disposed of without tax whether they are held by a registered or an unregistered wholesaler. The concession does not apply to manufacturers' deliveries of their own goods.

The Hydrocarbon Oil Duties (Drawback) (No. 1) Order, 1962

THE TREASURY have made the Hydrocarbon Oil Duties (Drawback) (No. 1) Order, 1962.

This Order provides for the allowance of drawback of customs or excise duty paid in respect of hydrocarbon oil used in the manufacture or preparation of the descriptions of vehicles and vehicle chassis specified in the Schedule.

The Order came into operation on January 15, 1962, and has been published as Statutory Instruments, 1962, No. 24 obtainable from H.M. Stationery Office. Price 3d.

British Commercial Representatives Overseas

Australia

Mr. H. W. Woodruff the Senior British Trade Commissioner in the Federation of Malaya, Singapore and the Borneo territories, will shortly be taking up duty as a British Trade Commissioner at Canberra. He replaces Mr. P. B. Hunt, who will be returning to this country on completion of his tour of duty.

Canada

Mr. G. R. Latham, who until recently was a British Trade Commissioner at Colombo, will take up duty as The British Trade Commissioner at Edmonton in April. He replaces Mr. I. L. Davies, who is returning to Britain on retirement.

(*See page* 1 *of supplement*)

Imports from Japan

THE BOARD OF TRADE in Notice to Importers No. 993 dated January 19, 1962, publish further details of the licensing changes which are consequent on the new trade arrangements recently concluded between the United Kingdom and Japan for the year ended September 30, 1962. (Preliminary details were given in the *Board of Trade Journal* of January 5, 1962, page 24).

Liberalized Goods. The following goods have now been freed from licensing restrictions when originating in and consigned from Japan:

Amusement and fairground machinery and parts thereof.
Apparel, the following:
Headgear (other than head scarves) not made wholly or partly of wool or felt.
Leather, rubber and plastic clothing, other than gloves and rubber and plastic footwear.
Arms and ammunition, the following:
(a) Smooth bore guns having a barrel not less than twenty inches in length measured from the muzzle to the point at which the charge is exploded on firing;
(b) Cartridges therefor containing five or more shots, none of which exceeds nine twenty-fifths of an inch in diameter;
(c) Blank cartridges not exceeding one inch in diameter for use in smooth bore weapons;
(d) Air guns, air rifles and air pistols and ammunition therefor.
Calcium carbide.
Fruit, bottled or canned, other than apples and grapefruit.
Fruit preserved in sulphur dioxide solution.
Fruit pulp.
Instruments and optical elements, the following:
Accessory lenses for photographic and cinematographic equipment.
Electron microscopes.
Jewellery, imitation jewellery, fancy goods, the following:
Certain fancy goods of lacquerware.
Pearls, artificial, not mounted, set, or strung.
Leather, dressed or undressed, other than dressed kid.
Oleyl cetyl alcohol.
Pencils.
Photographic and cinematographic equipment and parts thereof, other than lenses not being accessory lenses.
Plastic materials and certain plastics manufactures.
Certain rubber manufactures.
Screws of metal, including set screws, screw studs, screw hooks, screw rings and screw knobs.
Ships and boats and parts thereof.
Textile manufactures and fibres, the following:
Glass fibres, yarns and fabrics.
Trunks, bags, wallets, pouches and other receptacles made wholly or mainly of material not being leather but resembling leather.
Umbrellas and sunshades and parts thereof.
Vehicles and component parts and accessories thereof.
Wires and cables, not insulated.

Note: The foregoing list has been drawn up by specific reference to the relevant headings in the Japanese Negative List – Part II of the First Schedule to the Open General Import Licence. It should be noted that where the listed items are covered by other headings in the Negative List, e.g. rubber and plastic toys and footwear, they still remain restricted. [In cases of doubt, importers are advised to verify with H.M. Customs whether or not specific import licences are required.]

The Open General Import Licence is being amended to give effect to the above changes and copies of the amendment will shortly be available from H.M. Stationery Office, Kingsway, London and branches. A separate notice will be issued covering a fully revised Japanese Negative List for inclusion in the Summary of Import Licensing Regulations.

Import Quotas. Attached is a full list of the revised and new quotas for the period to September 30, 1962. Licences which have been issued under the interim arrangements for the period October 1, 1961, to March 31, 1962 (referred to in Notice to Importers No. 988) will be set against importers' entitlements under the revised quotas (50 per cent. of the previous annual rate will be offset in the case of sports goods, toys and games).

The list gives instructions on how to apply for licences. All returns of past imports, where required, must be certified by an independent practising accountant in the following form:

'I/We have examined the method adopted in arriving at the figures stated in the above return and am/are of the opinion that it is a reasonable one. I/We have conferred with the officials and employees concerned in the compilation of the figures and have made such tests as I/we have considered necessary. Having received such information and explanations as I/we have required, I/we report that in my/our opinion the figures are those required.

Signature .....
Date ..... Professional Qualification .....
Address .....

Subject to the specific provisions noted in the Annex, traders who have not previously held licences to import from Japan may apply against any of the listed quotas although no assurance can be given that licences will be issued. Preference will, however, be given to traders who are direct importers of the goods concerned from other sources.

Applications (on form TIP/A or ILB/A) should reach the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1 (a) by February 2 for all quotas for which no returns have been requested, (b) by February 9 for all quotas where returns must be made and certified. Traders who wish to safeguard themselves against risk of loss of their applications in transmission should send them by registered post or by recorded delivery service. Page 1 of the application form should be completed; on page 2, only the desired value of the licence need be entered; on page 3 and copies, the applicant's name, full postal address and reference number (if any), and the country of origin and consignment (Japan) should be inserted.

Applicants are reminded that any person who knowingly or recklessly makes any false statement or furnishes any document or information false in any material particular for the purpose of obtaining an import licence is liable to a fine not exceeding £500 and/or a term of imprisonment not exceeding six months. In addition, the import licence will be void from the date of issue and any goods imported under it will be liable to forfeiture under the Customs Acts.

ANNEX

Quotas for Imports from Japan in Year Ending September 30, 1962

I. Repeated or revised quotas.

	Value of quota (£'000)	Reference to notes below
(1) Apparel (excluding footwear) not knitted, netted or crocheted or containing lace or lace net, of which not more than: £125,000 for cotton apparel; £180,000 for silk apparel; £125,000 for gloves of all kinds. (Returns of imports to be subdivided into (a) cotton apparel, (b) silk apparel, (c) gloves, (d) other imports of apparel not knitted, etc. Separate applications should be submitted, with an order of preference.)	1,200	A
(2) Apparel, knitted, netted or crocheted	500	A
(3) Artificial flowers, of which not more than £15,000 for those of textile materials (Returns to be sub-divided into (a) of textile materials, (b) of other materials. Separate applications should be submitted.)	40	A
(4) Pearls, artificial, mounted, set or strung	60	A
(5) Binoculars	60	A, B
(6) Canned pilchards	30	C
(7) Pottery	150	A, D
(8) Transistorized radio sets	350	A, B
(9) Transistorized television sets	150	F
(10) Transistorized gramophones and radio-gramophones	150	F
(11) Non-transistorized radio and television sets	300	F
(12) Non-transistorized gramophones and radio-gramophones	300	F
(13) Sewing machines, domestic, and parts	250	B, E
(14) Sports goods, of which not more than £20,000 for fishing tackle (Returns of imports to be sub-divided into (a) fishing tackle, (b) other sports goods. Separate applications should be submitted.)	100	A, D
(15) Toys and games	550	A, D
(16) Cotton and rayon piece-goods, other than lace or lace net, for retention in the home market	500	A, D
(17) Man-made fibre piece-goods other than lace or lace net	200	A, D
(18) Cotton and rayon grey cloth for re-export after processing. Exports of the processed cloth may now be made to any country. The previous destinational restrictions have been removed.	4,500	A
(19) Silk piece-goods, not dyed or printed: Habutai, weighing not more than 1 lb. per 25 square yards	30	A
Other (excluding silks of a twill weave weighing more than 40 ozs. per 25 square yards)	320	A
(20) Table cloths, curtains, sheets and similar goods	100	A
(21) Surgical and medical dressings	50	A

Notes:

A. Previous licence holders should provide a certified return of imports from Japan in the following form:
'The value of.....(insert quota description).....imported from Japan during the eighteen months period July 1, 1960, to December 31, 1961, for which I/we remitted or will remit payment direct to the supplier in Japan was £..... c.i.f.'

(*Continued on next page*)

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B. Applications for licences under these quotas will be considered from the accredited agents of Japanese suppliers. A separate application should be made in respect of each agency held and evidence of unconditional confirmation of current agency agreements must be produced.
C. Applications will be considered from current importers of these goods from all sources and others who can establish a direct interest in the trade.
D. Applicants who have not received licences under the earlier arrangements should provide a certified return of imports *from all sources* over the same period and on the same basis as the return mentioned in A above.
E. Applications will also be considered from manufacturers, assemblers and others who can establish a direct interest in this trade.
F. A further Notice will be issued shortly to cover these items. No applications should be made in the interim.

Canned or bottled apples. Global licences for canned or bottled apples, which at present apply only to imports from the Dollar and Relaxation Areas, may in future be used for imports of these goods from Japan. Holders of such licences wishing to import from Japan should return them to the Tariff and Import Policy Division of the Board for appropriate amendment.

II. New quotas.

	Value of quota (£'000)	Reference to notes below
(22) Footwear, other than leather footwear and footwear reaching above the ankle, of which not more than: £30,000 for rubber footwear £30,000 for plastic footwear	50	F
(23) Cigarette lighters and parts	20	G
(24) Clocks and other mechanical timing devices (other than watches)	50	F
(25) Cutlery, forks and spoons (Applicants are asked to specify the types and the materials of the cutlery they wish to import.)	25	G
(26) Dowels	20	G
(27) Glassware decorated by cutting (including intaglio cutting), engraving, etching or gold enamelling	60	G
(28) Jewellery chain, metal, of a kind suitable for personal wear	20	G
(29) Imitation jewellery other than artificial pearls	75	G
(30) Precious jewellery, goldsmiths' and silversmiths' wares, other than cutlery, forks and spoons	75	G
(31) Microscopes other than electron microscopes	15	F
(32) Optical instruments other than binoculars and microscopes	25	F
(33) Semi-conductors	150	H
(34) Basic parts and accessories for radio apparatus other than semi-conductors	200	H
(35) Scientific and precision instruments other than optical instruments (not more than £5,000 for slide rules)	70	F
(36) Man-made fibres and yarns	200	J
(37) Wool yarn and piece-goods	150	G
(38) Fishing nets of nylon	20	F
(39) Covered rubber thread	35	G
(40) Elastic fabrics exceeding 18 in. in width	40	G
(41) Wire cloth, fencing, netting and mesh of mesh less than ½ in. (not more than £5,000 for woven wire cloth, mesh and gauze) (Returns of imports to be sub-divided into (a) woven wire cloth, mesh or gauze, (b) other. Separate applications should be submitted.)	30	G
(42) Wires and cables, insulated, of which not more than: £24,000 for telecommunications cables £24,000 for covered conductors £24,000 for thermoplastic insulated cables (Returns of imports to be sub-divided into (a) telecommunications cables, (b) covered conductors, (c) thermoplastic insulated cables, (d) other. Separate applications should be submitted.)	150	G
(43) Watches of a value not exceeding £5 c.i.f.	20	K
(44) Lenses: (a) for photographic and cinematographic purposes	25	F
(b) for other purposes	25	F

Notes:

F. A further Notice will be issued shortly to cover these items. No applications should be made in the interim.
G. Applicants should provide a certified form of imports from all sources in the following form:
'The value of.....(insert quota description).....imported from all sources during the eighteen months period July 1, 1960, to December 31, 1961, for which I/we remitted or will remit payment direct to the overseas suppliers was £.....c.i.f.'
H. Applications will be considered from manufacturers and factors regularly engaged in the trade. The precise nature of the applicant's interest in the quota should be stated.
J. Applications will be considered from manufacturers and other traders with a direct interest in fibres and yarns. The nature of the interest should be specified. Applications should indicate whether (a) regenerated, or (b) purely synthetic, material is required.
K. Licences for watches will be issued only to established importers under the existing arrangements for imports from Switzerland and global quota countries.

The NATO Maintenance Supply Services Agency

THE NATO Maintenance Supply Services Agency is an organization set up to obtain on a consolidated basis the maintenance parts and services needed by individual countries. Generally, it will procure only items and services required for maintenance support of certain types of military equipment in the possession of two or more NATO countries. These requirements fall principally in the field of military aircraft, ordnance (United States definition) and electronic equipment.

The Agency has issued a booklet entitled 'How to Sell to N.M.S.S.A.' which defines in a little more detail the items in which the Agency is interested and explains how firms may introduce themselves to the organization. Copies of the booklet are available from the Export Services Branch, Board of Trade, Room 620, Lacon House, Theobalds Road, London, W.C.1.

Expected Capital Expenditure in 1962

COMPANIES contributing to the Board of Trade's regular inquiries into fixed capital expenditure supplied forecasts, towards the end of 1961, of their expected expenditure during 1962. Estimates based on these forecasts suggest that the capital expenditure of the manufacturing, distributive and service industries, considered together, will be at much the same level in 1962 as in 1961. The forecasts suggest that there will be an increase of about 3 per cent. which, in view of the uncertainties attaching to the forecasts and their interpretation, can hardly be considered a significant rise. The earlier forecasts of their 1962 expenditure provided by companies in the summer of last year (see article in the *Board of Trade Journal* of September 22, 1961) gave a very similar picture in suggesting a level of expenditure in 1962 about the same as that for the previous year.

Manufacturing Industry

The forecasts provided towards the end of last year by manufacturers, of their capital expenditure during 1962, suggest that their expenditure in 1962 will be very similar to that in 1961 (the calculations show a fall of about 1 per cent. which is not a significant change). This estimate of little or no change in manufacturing industry's expenditure applies to expenditure on new building work as well as to expenditure on plant, machinery and vehicles.

Although this latest estimate of capital expenditure in 1962 for the whole of manufacturing industry suggests no significant change from the level of expenditure in 1961, changes are, nevertheless, expected in the expenditure of individual groups of industries. Substantial reductions in the capital expenditure of the iron and steel and motor vehicle industries, for example, will probably be offset by increases in the expenditure of most other sectors.

Distributive and Service Industries

The latest forecasts supplied by companies in the distributive and service industries, which include the shipping industry, indicate that expenditure by this group of industries will be about 8 per cent. higher in 1962 than in 1961, the same increase as that indicated by the forecasts supplied last summer. Expenditure by this group of industries, which was earlier estimated to be about the same in 1961 as in 1960 (an estimate which, judging by actual expenditures in the first three-quarters of 1961, looks like being borne out), thus appears to be about to move upward again this year.

Expenditure on new building work and on plant and machinery is expected to be about 15 per cent. higher in 1962 than in 1961, while expenditure on vehicles (which includes ships) is expected to be unchanged. This forecast for vehicles is made up of an expected slight rise in expenditure on motor vehicles balanced by a fall in expenditure on ships.

Report by the Registrar of Restrictive Trading Agreements

A SECOND REPORT to the President of the Board of Trade by the Registrar of Restrictive Trading Agreements was published on January 12 by H.M. Stationery Office as Cmnd. 1603 (price 2s. 6d., by post 2s. 10d.)

The Report covers the work of the Registrar during the period January 1, 1960, to June 30, 1961.

Notes:

The first Report covering the work of the Registrar during the period August 7, 1956, to December 31, 1959, was published on January 31, 1961, as Cmnd. 1273.

There is no statutory obligation on the Registrar or the Board of Trade to furnish such reports to Parliament.

The principal duties of the Registrar are to maintain a register of agreements which are subject to registration under the Restrictive Trade Practices Act, 1956, and to take proceedings before the Restrictive Practices Court in respect of registered agreements.

The Report deals *inter alia* with the process of registration and the contents of the register, and with proceedings before the Restrictive Practices Court, including notes on contested cases.

Shipping World Year Book

The 1962 'Shipping World Year Book and Who's Who' is now available. Copies from 127 Cheapside, London, E.C.2, 60s. (by post 62s. 6d.).

Large Increase in Retail Trade in December

PROVISIONAL indications are that the steady decline in retail sales in recent months was sharply reversed in December. The seasonally adjusted index reached a peak at 117 in July and August and then dropped a point each month till November. It now seems that December sales reached a level not very far different from that attained in July and August. At this provisional stage there is of course some margin of uncertainty about the actual level of sales—the provisional estimate suggests a figure of 118 but, as experience in recent months has shown, this figure may be revised—but it is quite clear that in December retail sales were significantly higher than in November. It is less certain, however, that this sharp increase represents a corresponding change in the underlying trend of sales. It may have resulted partly from some reaction to slower spending during the autumn following the spurt in trading in the summer and may also reflect the inevitable imperfections in the method of seasonal adjustment as irregular fluctuations always cause some difficulty in arriving at the appropriate allowance for seasonal factors. It would be unwise, therefore, to assume that this high level will necessarily be maintained in the coming months.

The increase in trade on a year earlier was about 4 per cent. compared with 5 per cent. in November (which was high partly because of the low level of sales in November 1960) and 3 per cent. in September and October.

Total Retail Sales

Index Numbers of Value of Sales per Week, and Percentage Changes Compared with a Year Earlier

1957 = 100

	Seasonally adjusted	Unadjusted	%
1958 Year	103	103	+3
1959 Year	107	107	+4
1960 Year	111	111	+4
1961 Year	115*	115	+4*
1960 Fourth Quarter	112	126	+3
1961 First Quarter	113	106	+4
Second Quarter	115	111	+2
Third Quarter	117	112	+5
Fourth Quarter	116*	132	+4*
1961 April	115	110	+1
May	115	114	+4
June	114	110	+2
July	117	117	+5
August	117	109	+6
September	116	111	+3
October	115	117	+3
November	114	122	+5
December	118*	151	+4*

* Provisional

NOTE: The provisional estimate is derived from a special preliminary compilation of the early returns received and only an estimate of total sales is made at this stage. Final results, in full details, will be published later.

Subscriptions and Sales

READERS ARE REMINDED that subscriptions and sales inquiries should be addressed to the publishers at either of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 2 Edmund St., Birmingham 3; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to WATerloo 4944, Extension 1195.

Retail Stocks in November

THE VALUE of retail stocks increased seasonally in November and the increase on a year earlier of 4 per cent. was the same as in September and October. Allowing for seasonal factors, however, the value of stocks showed little change. The 1 per cent. increase in the volume of stocks on a year earlier was also the same as in September and October.

Estimates of Changes in Total Retail Stocks

(At cost at end of month)
Index number (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	
1960	+5	+7	+10	+9	+10	+9	+8	+8	+8	+6	+6	+5
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	
(b) At constant (Dec. 1956) prices.												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	103	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	
1960	+5	+7	+11	+8	+9	+9	+7	+8	+7	+5	+5	+4
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958.)

New British Standards

COPIES of the following Standards are available from British Standards Institution, British Standards House, 2 Park Street, London, W.1.:

B.S. 3313 : —	Aluminium capping foil and strip for milk and cream bottles. PART 1 : 1961 . Aluminium capping foil for milk bottles	3s. 6d.
3420 : 1961	Sealed glass cells for photometric haemoglobinometry	4s.
3427 : 1961	Guidance for large-scale purchasing of toilet paper	3s.
3428 : 1961	Troughed aluminium building sheet	4s.
3429 : 1961	Sizes of drawing sheets	3s.
3430 : 1961	Method for the sampling of paper for testing	4s. 6d.
3431 : 1961	Method for the conditioning of paper and board test samples	3s.
3432 : 1961	Method for the determination of paper substance	4s. 6d.
3433 : 1961	Methods for the sampling and testing of paper for moisture content	5s.
3434 : 1961	Regatta fabrics	4s. 6d.
3435 : 1961	Methods for the measurement of electrical power and energy in acceptance testing	8s. 6d.
3436 : 1961	Ingot zinc	4s.
3437 : 1961	Equipment for the filing of drawings	5s.
3438 : 1961	Roller bearing axleboxes for railway rolling stock	5s.
3440 : —	Recommendations for identification marking of easily re-pulpable paper or board (pernicious contraries). PART 1 : 1961 . Paper sacks	4s.
3443 : 1961	Code of safety requirements for children's toys and playthings	5s.
2654 : —	Vertical mild steel welded storage tanks with butt-welded shells for the petroleum industry. PART 2 : 1961 . Site erection, inspection and testing	12s. 6d.
3149 : —	Recommendations for the carriage of live animals by air. PART 7 : 1961 . Primates (apes and monkeys) not intended for laboratory use	5s.
	PART 8 : 1961 . Birds, other than chicks, turkey poults and small medium-sized seed-eaters	7s. 6d.
3370-3374 : 1961	Wrought magnesium alloys for general engineering purposes	
3370	Sheet and strip	7s. 6d.
3371	Tube	7s. 6d.
3372	Forgings	5s.
3373	Bars and sections	7s. 6d.
3374	Plate	7s. 6d.
3421 : 1961	Performance of electrically heated sterilizing ovens	4s.
3439 : 1961	Stainless steel compression pipe fittings	6s.
3441 : 1961	Milk tankers	8s. 6d.
3442 : 1961	Method for the determination of flash point of petroleum products by means of the Abel apparatus	7s. 6d.
3444 : 1961	Blockboard and laminboard	12s. 6d.
3445 : 1961	Field water troughs	6s.
3448 : 1961	Ammonium chloride	4s. 6d.
3449 : 1961	Method for testing the resistance of fabrics to water absorption (static immersion test)	3s.
3461 : 1961	Surface boxes for waterworks purposes	6s.
3661 : 1961	Methods for the determination of the colour fastness of textiles (see B.S. 2661-86)	
2661-86 and 3661 : 1961		30s.

A.B.C.M. Productivity Conference Report

The proceedings of the A.B.C.M. Productivity Techniques Conference, held at Harrogate in April of last year, have now been published. Copies are available from the Association of British Chemical Manufacturers, Cecil Chambers, 86 Strand, London, W.C.2. 22s. 6d.

Textile Statistics in November

Orders in the Textile and Clothing Industries

THE VOLUME of orders on hand at the end of November in the textile and clothing industries considered as a group was slightly more than at the end of October, 1961, but 25 per cent. less than at the end of November, 1960. Compared with a year earlier deliveries were 7 per cent. less and the rate of receipt of net new orders 13 per cent. less.

There are, of course, marked seasonal fluctuations in demand in the textile and clothing industries, and sharp month to month changes in the rate at which orders are received should not, by themselves, be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and Clothing Industries (a)
Index Numbers of the Volume of Total Orders and Deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Averages 1959 deliveries = 100
1959 2nd quarter	107	105	100
3rd quarter	119	108	96
4th quarter	135	122	107
1960 1st quarter	135	106	106
2nd quarter	137	103	101
3rd quarter	130	90	96
4th quarter	136	112	107
1961 1st quarter*	128	95	103
2nd quarter*	123	94	99
3rd quarter*	106	77	94
1960 October	136	132	113
November	142	128	112
1961 October*	106	102	104
November*	107	111	104

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the lengths of calendar months but not for holidays or for other seasonal variations.
* Provisional.

Production in the Made-Up Clothing Industry

OUTPUT of made-up clothing in November, 1961, was 6 per cent. less than a year earlier.

Manufacturers' deliveries in November, 1961, in all sectors of the industry were less than a year earlier. Deliveries of weatherproof outerwear were 16 per cent. less and deliveries of women's and girls' tailored outerwear 3 per cent. less. Deliveries of dresses, lingerie, infants' wear, etc., and of overalls and men's shirts, underwear, etc. were 9 and 6 per cent. less respectively.

The index numbers below, which are of manufacturers' sales at constant prices, have been adjusted for the length of the working month but not for holidays or other seasonal factors.

Made-Up Clothing Industry – Index Numbers of Production
(1954 = 100)

	Men's and boys' tailored outerwear	Women's and girls' tailored outerwear	Weather-proof outerwear	Dresses, lingerie, infants' wear, etc.	Overalls and men's shirts, under-wear, etc.	Total
1959	104	107	104	137	122	115
1960	113	112	122	148	129	124
1960 1st quarter	111	125	111	152	120	125
2nd quarter	119	88	104	159	134	123
3rd quarter	103	125	140	134	123	121
1961 1st quarter	118	128	125	162	120	131
2nd quarter	124	92	118	147	127	123
3rd quarter	112	135	134	143	117	126
1960 October	121	150	155	166	151	145
November	116	102	136	168	144	132
1961 October	117	130	133	161	132	134
November	117	99	114	152	136	124

Output of the Wool Textile Industry

THE VOLUME of production in the wool textile industry in November, was 4 per cent. less than a year earlier.

Figures issued by the Wool Industry Bureau of Statistics show that the rate of production of tops was 5 per cent. less than in November 1960. Deliveries of worsted yarn and woven fabrics (excluding blankets) were 3 per cent. and 6 per cent. less respectively compared with a year earlier.

In the eleven months January-November, 1961, total deliveries of worsted yarn were 1 per cent. more than in the same period of the previous year, but deliveries of woven fabrics (excluding blankets) were 3 per cent. less.

Output in the Wool Textile Industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets) (c)		Blankets (b)
					Woollen	Worsted	
Qrtly.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. sq. yds.	Mn. sq. yds.	Mn. sq. yds.
1957 average	120·3	81·2	76·0	58·5	54·3	44·2	7·2
1958 ,,	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959 ,,	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960 ,,	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1960 3rd quarter	105·4	68·8	68·0	55·7	49·4	38·7	8·0
4th quarter	118·2	78·0	75·0	65·3	52·2	44·2	9·4
1961 1st quarter	125·5	86·2	74·0	64·4	45·0	46·4	8·6
2nd quarter	124·5	85·5	71·0	62·7	45·8	41·0	6·5
3rd quarter	106·0	72·1	64·0	56·4	46·1	37·7	8·4
1960 October	38·4	24·8	..	22·2	18·8	14·2	3·4
November	42·3	28·0	..	23·4	18·3	15·8	3·1
1961 October	41·0	27·3	..	22·1	17·0	14·8	3·7
November	40·9	26·6	..	22·7	16·2	15·9	3·4

(a) Including hair. (b) Estimated. (c) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Production in the Cotton Industry

THE VOLUME of production in the cotton industry in November, was 10 per cent. less than a year earlier.

Statistics issued by the Cotton Board show that during the eleven months January-November, 1961, output of single cotton yarn was 7 per cent. less than in the corresponding months of 1960. In the same period the quantity of yarn doubled was 12 per cent. less and the yardage of cloth woven in the industry 3 per cent. less.

Yarn and Cloth Production
(All figures are weekly averages)

	Single yarn (a)		Doubled yarn		Woven-cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lin. yds.	Mn. lin. yds.
1957	13·98	2·87	3·67	1·51	31·4	12·7
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	25·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1960 October	12·36	3·16	3·51	1·81	26·9	12·9
November*	12·43	3·11	3·40	1·65	26·4	12·8
December	10·95	2·70	2·91	1·39	24·3	11·4
1961 January	11·45	2·76	3·02	1·50	25·1	12·1
February	11·65	2·82	3·09	1·56	25·2	12·0
March*	11·53	2·75	3·06	1·48	25·4	12·0
April	11·58	2·75	2·98	1·57	25·7	12·1
May*	11·58	2·76	2·95	1·61	25·3	12·1
June	9·72	2·36	2·77	1·62	25·7	12·5
July	9·59	2·18	2·65	1·48	16·1	8·5
August*	9·92	2·48	2·26	1·29	23·1	10·7
September	10·00	2·41	2·76	1·64	23·0	11·7
October	10·97	2·61	2·94	1·59	25·0	12·7
November*	10·82	2·56	2·98	1·61	24·4	12·6

(a) Spun in the cotton industry.
(b) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
* Average of five weeks. † 53-week period.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, January 12, 1962.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
Only Two Can Play	British Lion Films Ltd.	Vale Film Productions Ltd.	Br/E 27087	106	January 8
Southdown Country	Cross Channel Film Distributors Ltd.	Caledonian News Review Ltd.	Br/E 27088	17	January 8
Pathe Pictorial Series 365-377:					
Pathe Pictorial No. 369	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 27091	8	January 8
Movietone News 1700 A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 26901	7	January 9
Hair Of The Dog	Rank Film Distributors Ltd.	Parroch Films Ltd.	Br/E 27097	66	January 11
Freedom To Die	Butcher's Film Distributors Ltd.	Bayford Films Ltd.	Br/E 27098	61	January 11
Look At Life Series 12:					
Eagle's Nest	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 27099	8	January 11
Relax, Relax	" " " "	" " " "	Br/E 27100	9	January 11
A Girl's Best Friend	" " " "	" " " "	Br/E 27101	8	January 11
The Valiant	United Artists' Corporation Ltd.	B.H.P. Films Ltd.	Br/E 27103	90	January 11
Return Of A Stranger	Warner-Pathe Distributors Ltd.	Danziger Productions Ltd.	Br/E 27104	63	January 11
Bungala Boys	Children's Film Foundation Ltd.	Jimar Pictures (Pty.) Ltd. for C.F.F. Ltd.	Br/E 27106	61	January 12
Pathe News 62-3	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 26954	7	January 12
Pathe News 62-4	" "	" "	Br/E 26955	7	January 12
Movietone News 1701	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 26902	7	January 12
		FOREIGN			
As The Sea Rages	Hillcrest Productions Ltd.	Michael Arthur Film Productions	F 27089	76	January 8
My Geisha	Paramount Film Service Ltd.	Sachiko Productions Inc.	F 27090	120	January 8
Sound Of Arizona	Twentieth Century Fox Film Co. Ltd.	Movietone News Inc.	F 27092	10	January 9
Woman Hunt	" " " " "	Associated Producers Inc.	F 27093	60	January 9
Tree Spree	" " " " "	Terrytoons Inc.	F 27094	6	January 9
The Outsider	Rank Film Distributors Ltd.	Universal International Films Inc.	F 27095	108	January 11
Lover Come Back	" " " "	" " " "	F 27096	105	January 11
Judgment At Nuremburg	United Artists Corporation Ltd.	Roxlom Films Inc.	F 27102	179	January 11
Splendour In The Grass	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 27105	124	January 12
Revolt Of The Slaves	United Artists Corporation Ltd.	Ambrosiana Cinematografica S.P.A.	F 27107	100	January 12
Teenage Millionaire	" " " "	Ludow Productions Inc.	F 27108	84	January 12

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

SIR ERIC A. CARPENTER, O.B.E., Chairman,

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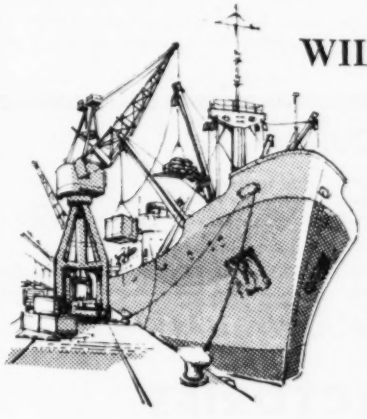
in his Statement says—



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Rubber Stockpile Sales

THE ARRANGEMENTS which were announced on October 27, 1961, for the sale of the Board of Trade's stockpile rubber are being altered in some respects. From February 1, 1962, the quantity to be sold in any calendar month will no longer be determined by the price paid for the rubber, but by reference to the average sellers' price for spot No. 1 R.S.S. in London during the preceding month. For this purpose the official 3.45 p.m. prices will be taken.

Not more than 1,000 tons of rubber will be sold in any month when the average price for the preceding month was below 27d. a pound. When the average price was below 23½d. a pound only rubber will be sold which, following prolonged storage, cannot be held longer without the prospect of serious deterioration.

There will be no other change in the selling arrangements; rubber will still be sold for delivery in the current month or in any of the three following months. These changes are made after discussion with the principal rubber producing countries.

The Patent Office Library

'12th March, 1669. So away to the Patent Office, in Chancery Lane, where his brother Jacke, being newly broke by running in debt, and growing an idle rogue, he is forced to hide himself.' (Pepys' diary.)

People still get into debt, and no doubt some are still idle. But most of the visitors to the Patent Office Library these days are very busy consulting the 380,000 volumes of technical and scientific literature, 7,000 current periodicals and a world-wide collection of patent specifications. The Library is open to the public from 10 a.m.-9 p.m. Monday-Friday, and from 10 a.m.-1 p.m. Saturday.

Foreign Trade Corporations in Communist Countries

The London Chamber of Commerce have published a new booklet entitled 'Foreign Trade Corporations of the Centrally Planned Republics,' which tells what the major Communist countries wish to buy and sell. Copies from the Chamber, 69 Cannon Street, London, S.W.1. Price, 10s. 6d.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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Government Surplus Sales by Auction

War Office

1962	Stores	Location	Auctioneers
Jan. 31 .	Machine tools, plant and equipment and miscellaneous stores including:	Northern Command, Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds, 2. (Tel.: 20898.)

Compressors; charging sets; fork-lift truck; industrial trucks; diesel rollers; fire-fighting equipment; gravity rollers; centre lathes; grinders; cylinder boring machines; band saws; pillar drills; morticing machines; tool kits and 50 tons of new hand tools (torque wrenches, vices; lifting jacks; anvils; bolt croppers; pipe cutters; screw cutting and reamer sets, etc.); tents and portable shelters; blankets; webbing; canvas; ground sheets; haversacks; packs; kit bags; wool vests and drawers; leather jerkins; batteries; cable; tyres; electrical and wireless equipment, etc.

Feb. 5-9 .	Vehicles, earthmoving, roadmaking, lifting equipment and motor cycles including:	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54272.)

60 A.E.C. 'Matadors'; 42 Diamond 'T' and 20 Scammell diesel tractors; International half-tracks; G.M.C. 'DUKWS'; excavators by Allen, Ruston Bucyrus and Smith; 50 tractors, angledozers and bulldozers by Caterpillar and Fowler; 20 mobile cranes (some diesel and/or lorry mounted); road rollers 2½ tons to 6 tons by Aveling Barford, Greenes and Wallis Stevens; dumpers, fork-lift trucks by Coventry Climax and Clark; Aveling Austin '99H' power graders; Allen ditchers; 'sheepfoot' rollers; powered and towed scrapers by Birtley and Le Tourneau; bitumen tar heaters and distributors by Phoenix; Pullen P.B.S. laying machines; concrete and macadum mixers by Millars; Barber Greens asphalt finisher; mobile workshops fitted lathes, drilling machines; generating sets, etc.; 250 saloons, limousines and estate cars (including 115 Ford 'Anglias', 'Populars' and Morris 'Minors'); 75 Land Rovers, coaches and many other types of load carriers and dual-purpose vehicles (some fitted with diesel engines); mobile tankers (self-propelled and trailer mounted) 100 gallons to 2,500 gallons; trailers 10 cwts. to 80 tons; plant ancillaries and spares by Allen, Caterpillar, Ruston Bucyrus, etc.; Ingersoll-Rand pneumatic paving breakers; hand hammer drills; chain saws; winches; Johnson power rammers; centrifugal diaphragm and deepwell pumps, etc.

Feb. 15 .	Machine tools and miscellaneous stores .	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel.: 3081.)
Feb. 20 .	Machine tools, vehicles and miscellaneous stores.	W.D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyd's Avenue, London, E.C.3. (Tel.: Royal 4861.)

Application for catalogues, available 14 days prior to date of sale, should be made only to each auctioneer shown above (price of catalogue, 1s. 0d., *Postal Orders* only).

Air Ministry

1962	Stores	Location	Auctioneers
Jan. 24 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Glos.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel.: Gloucester 21267.) Catalogues 1s. 0d. each. *Postal Orders only.*

The above sale will include furniture, carpets, rugs, blankets, tools, kitchen equipment, clocks, generating sets, Lister diesel engines, various spares, aircraft spares, cable, electrical equipment, trollies, aircraft tubes and tyres, etc.

Jan. 31 .	Huts and buildings, three steel drill sheds, two Hiniardi sheds, overhead cable, boiler installations, etc.	Royal Air Force Station, Wilmslow, Cheshire	F. R. Marshall & Co., 35 Princess Street, Knutsford, Cheshire. (Tel.: Knutsford, 2561.) Catalogues free.
Feb. 8 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury, Kidderminster, Worcestershire.	Nock & Joseland, Bank Buildings, Kidderminster, Worcestershire. (Tel.: Kidderminster 2053.) Catalogues 1s. 0d. each. *Postal Orders only.*
Feb. 22 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252.) Catalogues 1s. 0d. each. *Postal Orders only.*

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sale, on application to the auctioneers.

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Application for tender forms for the purchase and removal of the installation and/or the building should be addressed to Air Ministry, C19a, Turnstile House, High Holborn, London, W.C.1.

Ministry of Works

1962	Description	Location	Auctioneers
Jan. 31 .	Office and miscellaneous furniture, gas and electric domestic refrigerators, motor spares, steel shelving for racking, various trucks, plan presses, canteen equipment, engineering and electrical fittings, medical and laboratory equipment, etc.	Ministry of Works, Supplies Division, Clearing Store, Water Lane, Clifton, York.	Stephenson & Son, 20 Castlegate, York. (Tel.: York 25533.) Catalogues, price 1s. 0d., are obtainable direct from the auctioneers.

Trading with EUROPE

Now that negotiations have begun for Britain's entry into the Common Market, the Midland Bank announces further improvements in its extensive service for traders at home and abroad.

First, a newly constituted Panel for European Trade, consisting of officials of the Bank experienced in international business and economic affairs, has been formed to provide additional assistance to traders in developing markets abroad.

Second, Mr. Bruce Smith, a Divisional Foreign Manager of the Bank and a specialist in foreign trade, has been appointed to be responsible for "in the field" matters concerning European trade. He will spend much of his time on the Continent.

These two new developments, together with our existing services for the promotion of foreign trade, mean that we are well equipped to give all possible help to British businessmen moving into the European market, whether as exporters or importers.

We shall be pleased to send a representative to any part of the United Kingdom to join in preliminary discussions of problems and prospects. Our experts would also be available, if required, for "on-the-spot" discussions with businessmen visiting the Continent.

These services are available through any branch of the Bank. If you prefer to do so, write direct to the Panel at Overseas Branch or telephone MONarch 9944.

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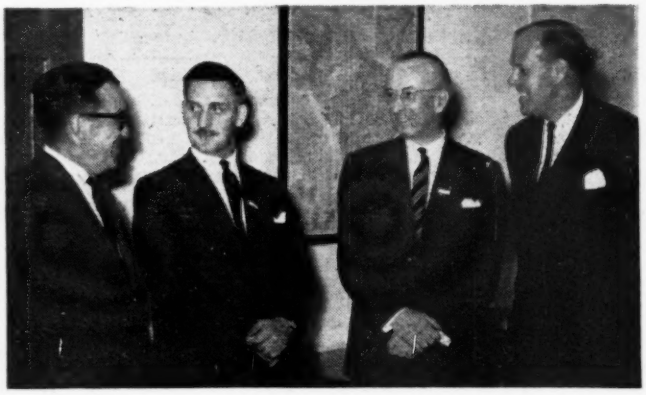
British Mining Machinery Mission to India



Members of the British Mining Machinery Mission who visited India during December last. *left to right*: Mr. H. Bailey, British Senior Trade Commissioner; Mr. A. W. A. Oliver (Secretary of Mission) Victor Products (Wallsend) Ltd., Mr. James Anderson (leader) Anderson Boyes & Co. Ltd., and Mr. M. J. Marshall, Principal British Trade Commissioner in Eastern India.

LED BY Mr. James Anderson, a mission representing eighteen leading British manufacturers of mining machinery and equipment visited India during December. Mr. Anderson is Vice-Chairman of the Federation of Associations of Colliery Equipment Manufacturers and also President of the Association of Mechanical, Electrical and Mining Engineers.

India has recently been granted a loan of $35 million by the International Bank of Reconstruction and Development for the purchase of equipment urgently needed for the maintenance, modernization, and expansion of the Indian collieries in the Private Sector. There is a long tradition behind the supply of British equipment to the Indian mining industry and the mission from Britain was able to give mine owners, and Government officials, details of the latest British developments with the aim that as much as possible of the World Bank loan was used on orders from Britain.

The Mission assembled in Calcutta where contacts were made with most of the leading coal companies. Meetings were arranged with the Government of India Coal Controller and with the Joint Working Committee of the Indian Mining Industry which is examining the modernization and expansion plans of the individual collieries.

Later the mission went by special rail coaches to Ranchi for meetings at the headquarters of the Government of India National Coal Development Corporation. At Dhanbad, in the heart of the Indian coalfields, the mission attended a symposium on 'The Mechanization of Mines in India.' This symposium was organized by the Indian Central Mining Research Station and drew technical experts from all over the world. Some members of the mission read papers on modern British methods of mechanization at the symposium. There was also an international exhibition of the latest mining equipment where again some of the firms represented on the mission displayed their products.

The mission then travelled, again by special coaches, to New Delhi where discussions took place with the Minister of Steel, Mines and Fuel, and senior officials of the Ministry of Commerce and Industry, of the Ministry of Finance and of the State Trading Corporation. The tour ended in New Delhi with a visit to the Indian Industries Fair where a reception was given in honour of the mission in the British pavilion by Mr. Harold Bailey, Senior British Trade Commissioner in India.

Mr. James Anderson in his first conclusions said 'That the mission achieved what we set out to accomplish was the unanimous view of the members; we set out to explore, and found a market of very considerable consequence. Nevertheless, there are many problems in converting the market into orders, and we shall certainly not be backward in our efforts to achieve the maximum return.'

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Outside Europe	Jan. 5	April 6
Europe	Dec. 1	Mar. 2
United Kingdom	Nov. 3	Feb. 2

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the following lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Extension 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but application should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events, which, owing to space limitation, are not included in the list.

* indicates fair which is held annually at approximately the time stated.

Amendments and Additions to Classified Lists of Trade Fairs and Exhibitions

THE FAIRS and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on January 5, December 1 and November 3 respectively.

OUTSIDE EUROPE

Amendment:

We have been informed that the Bahrain Agricultural Show and Trade Fair which was to have been held March 15-23, 1962 has been postponed until 1963.

Additions:

EDMONTON: 17TH WESTERN CANADA HOSPITAL INSTITUTE EXHIBITION – June 4-8, 1962.

* At Northern Alberta Jubilee Auditorium. Apply, The Secretary, Associated Hospitals of Alberta, 9924, 106th Street, Edmonton.

QUEBEC CITY: 15TH ANNUAL CONGRESS OF THE CATHOLIC HOSPITALS OF THE PROVINCE OF QUEBEC – June 25-27, 1962.

* Apply, Roland Levert, Executive Director, Comite des Hopitaux du Quebec, 4370 Pie IX Boulevard, Montreal 36, P.Q.

EUROPE

No Change

UNITED KINGDOM

Amendment:

We have been informed that the National Household Textiles and Soft Furnishings Trade Fair which was to have been held at Earls Court, London, from February 26 to March 2, 1962 has been cancelled.

Addition:

MANCHESTER: 2ND DOMESTIC HEATING AND INSULATION-IN-THE-HOME EXHIBITION – September 25-28, 1962.

* At Free Trade Hall. Apply, Clarke & Rhodes Ltd., 274/278 The Corn Exchange, Manchester 4. (Tel.: Deansgate 6541/2.)

The Rand Easter Show

THE RAND Easter Show – the most important trade fair in South Africa – will be held from April 10-23, 1962 at Milner Park, Johannesburg.

As in previous years the British Pavilion will feature a particular section of industry and this year the display is planned around the theme 'Design in the Home'. The ground floor will be devoted to exhibits drawn by the Council of Industrial Design from their Design Index and these will be arranged in various room settings. In the mezzanine floor the Board of Trade has arranged for the construction of a shell stand scheme which has been let out to various exhibitors. They will show products for the home which will include furnishing fabrics, cutlery, glassware, pottery and electrical goods.

The Pakistan International Fair, 1962

THE GOVERNMENT of Pakistan have announced that an International Exhibition will be held in Karachi in October-November 1962. There will be no trade pavilions except for Pakistani firms, and thus British firms will find participation difficult if not impossible unless a British pavilion is organized. In the event of enough firms of British origin to provide a reasonably representative display being prepared to join in, the Board of Trade is prepared to erect such a pavilion, in which space and shell stands will be available to British firms at an assisted rental. The proposed rental is Rs. 30 per square foot of stand area, including the provision of a basic shell stand, cleaning and general lighting.

A decision about proceeding with the pavilion, and about its size if one is built, will be taken by the Board of Trade early in February. It would be unfortunate if, for lack of information about firms' intentions, the Board should plan on too small a scale, or indeed, should abandon the proposal altogether. Firms interested in the proposal are therefore asked to write – without commitment, and **not later than the end of January 1962** – to the Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1, indicating if possible the size of stand that might be required.

Proposed British Pavilion at the Zagreb Autumn Fair, 1962

IN NOVEMBER last, a meeting was held at the Board of Trade to enable exhibitors in the British pavilion at the Zagreb Fair in September (see article 'British Firms at Zagreb Fair' in the *Board of Trade Journal* for October 6, 1961) and other firms interested in developing their export trade with Yugoslavia to discuss the lay-out and usefulness of the pavilion and to comment on possible continued support for the next Autumn Fair which will take place from September 8-23, 1962.

Mr. T. E. Rogers, the Counsellor (Economic) at Belgrade, who was present at the meeting pointed to the rising level of Anglo/Yugoslav trade in recent years. British exports to Yugoslavia were likely to amount to some £15 million in 1961 in comparison with a level of about £12 million in 1957. In the same period Yugoslav exports to Britain had risen from £9 million to about £19 million. It was Yugoslav policy to increase trade with Britain and there should thus be scope for greater British sales to that country.

Our competitors were well established however and a determined effort would be required to overcome the disadvantage of our later start in the market. Yugoslavia had made considerable progress in the industrialization of her economy and should offer an increasing market for imports of capital goods together with rather more limited opportunities for those of consumer goods.

An article giving the background on Trade with Yugoslavia appeared in the *Export Service Bulletin* Weekly Supplement of April 24, 1961, and described Yugoslav foreign trade enterprises, representation arrangements, import and export procedure, credit requirements and the reform of Yugoslav foreign exchange and trading systems. (Copies of this Weekly Supplement are available from Export Services Branch,

(*Continued at foot of page* 107)

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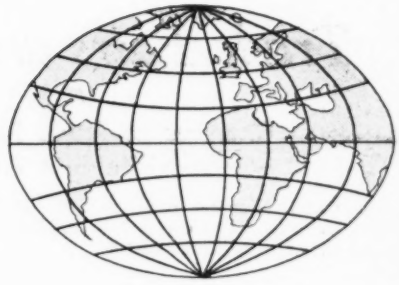

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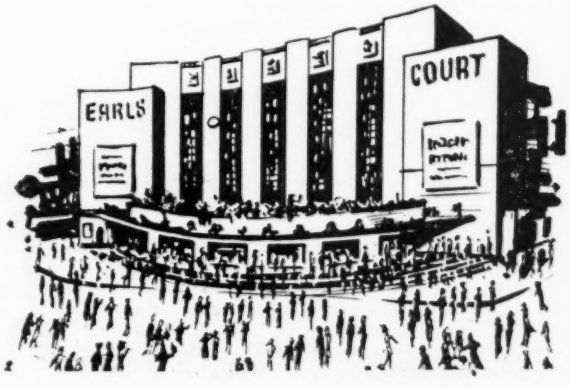


350 Exhibitors at Leeds Toy Show

THE FIRST of the big International Toy Fairs for 1962 opened at Harrogate, Yorkshire, on January 13, when 350 exhibitors occupying 200,000 square feet of floor space showed the latest lines. The Fair again plays a vital role in furthering the success of this important industry whose output is about £43 million a year, with exports approaching the £10 million mark.

Annual production has risen steadily since the beginning of the second world war from about £7 million to its present figure, and manufacturers claim that the present reputation of British toys has been built almost solely on quality.

The exhibits are 75 per cent. British but other toys on show come from Belgium, Canada, China, Czechoslovakia, Denmark, France, East and West Germany, Hong Kong, India and Pakistan, the U.S.A. and Russia. It is estimated that trade carried out in the Toy Fair week in firm orders and follow-up business is worth at least £5 million. What proportion of this represents exports is difficult to determine but early in the week exhibitors were reporting visits from buyers from Europe, Scandinavia, South Africa, Venezuala, the United States and Canada and other Commonwealth countries.

A measure of the toy industry's interest in export trade comes from Combex Limited of London, who this year showed a new talking doll which through a miniature tape recorder recited eleven different messages. A spokesman of the firm said they were quite prepared to make their dolls speak in any language provided orders made it an economical proposition. The same company were showing for the first time a spinning wheel producing the 'French Knitting' familiar to all schoolgirls, and several new lines in soft vinyl plastic dolls for the very young.

In these and in many other toys this year lies a reflection of the international influence of television. Manufacturers have been quick to capitalize on the popularity of the latest cartoon characters, western heroes and quiz games. Crescent toys of Cwmcarn, Monmouthshire introduce 'Laramie' western guns with revolving chambers with their plastic model cowboys, Indians, soldiers and farm animals. The long standing popularity of Walt Disney's creations is now rivalled by dolls in the shape of Yogi Bear and Huckleberry Hound.

One thing television has not done is to stifle the demand for construction kits for everything from houses to hovercraft. In this field manufacturers continue to pay attention to the detail and accuracy demanded by the young people of the sixties, some model-makers actually going to the extent of borrowing blueprints of the real thing. Products (Sculptorcraft) of Hull have linked with an internationally known circus to produce modelling kits enabling a child to make its own circus animals and artistes. The kit also included moulds for making the circus ring in sections.

Dolls are more glamorous and sophisticated than ever. One firm now employs a full-time designer for doll's clothes following the latest fashions. English lace and French velvet is used to dress these dolls by Toys (1946) Limited of Willesden, London. Many doll manufacturers have captured a new age group of girls with the appearance of teenage dolls complete with high-heeled shoes and dyed hair.

Many toys are more than pastimes and have a definite educational value. In addition to the usual spelling and general knowledge games many items indicate that we are living in the age of technology with the accent on science rather than science fiction. Side by side with the chemistry set on the stand of Kay (Sports and Games) Limited of London are outfits enabling Junior to delve into the mysteries of magnetism and electricity with the aid of a comprehensive instruction book. The same firm is showing a new two-way telephone system, operated by torch batteries which they feel will probably be given some very practical function in the home.

Most manufacturers are paying close attention to the packaging and general presentation of toys, many of which are so attractively packed that they form display units in themselves in the shopkeeper's window.

The ever-popular pedal car this year has a new companion with the introduction of a miniature Go-Kart produced by Mini-Brix Limited of Petersfield, Hants. This is fitted with an adjustable seat, pedals and steering so that it can be altered to fit the individual child; at the rear is an "engine" which produces the familiar sound of a two-stroke engine when pedalled along.

It is evident from the fair that British manufacturers are determined to maintain their reputation in the world's markets through stable and competitive prices and quality goods well presented.

6th Interstoff Fair in Frankfurt

THE SIXTH of the series of Interstoff Fairs for Clothing Textiles which have now established themselves as being among the most important international exhibitions in this field, was held at the Frankfurt Fair grounds from January 9-12, 1962.

The fair was officially opened by the Minister of Economics of the Land Hesse Government who referred to the status which this specialized event had achieved since its inception in the summer of 1959. In that year 83 exhibitors from seven countries covered a total area of 7,000 square metres. For the Sixth Interstoff 289 firms from 13 European countries took a total space of 22,000 square metres.

This expansion illustrates the interest which is being shown in this event, particularly by foreign textile manufacturers who account for more than half the total number of exhibitors. Italian, French and Dutch exhibitors were there in strength. Only one United Kingdom firm participated on this occasion although eighteen United Kingdom firms took part in a group British display at the Fifth Interstoff held in July 1961. It is understood that a similar number of United Kingdom firms intend to exhibit again at the next summer Interstoff to be held from June 19-22, 1962.

The fair mainly featured fabrics and materials of wool, cotton, man-made fibres and mixtures in a variety of designs and prints intended for the autumn/winter season 1962/1963.

Interest of buyers was concentrated on ladies' dress fabrics made from all kinds of fibres in the medium to top quality range with novelty appeal. Foreign exhibitors in this sector are reported to have been particularly pleased with the outcome of their participation. Men's and ladies' woollen and worsted suitings for autumn and winter wear were in good demand, and buyers from the relevant making-up industries were able to choose from a vast variety of such materials on display.

It was particularly noticeable at this Interstoff that manufacturers of elastic fabrics suitable for ladies' trousers and 'Apres-ski' wear had made great efforts to produce novel designs and colour shades which found a rewarding interest among buyers. A noteworthy campaign has also been launched by a number of German poplin shirting manu-

(*Continued on next page*)

British Pavilion at Zagreb *(Continued)*

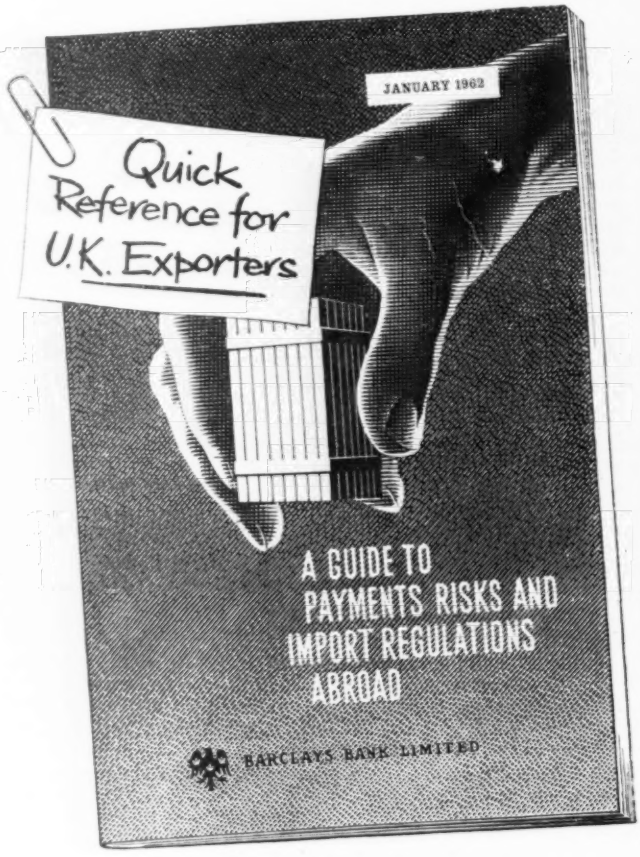
Board of Trade, Lacon House, Theobalds Road, W.C.1, price 2s. each.)

At the recent Export Council for Europe Convention at Eastbourne, Anglo-Yugoslav trade was discussed at a number of sessions and support was given to the importance of British participation in the Zagreb Fair, particularly if qualitatively this can be of a standard to match that provided by our competitors. The advantages of participation and the importance of the Fair in the eyes of the Yugoslavs' have also been acknowledged by the Anglo-Yugoslav Trade Council formed last year to promote trade with Yugoslavia.

The Board of Trade now announce that, providing sufficient British firms are willing to participate, the Board will again co-ordinate arrangements for the British display. The Board will also propose to install a commercial information bureau near the entrance to the pavilion.

It is proposed again to rent the building used in 1961 for this purpose; this exhibition hall of modern construction offers a gross indoor area of about 13,000 square feet. The Board of Trade will erect on this space a shell stand scheme free of charge. In return they propose to charge exhibitors £4 6s. 0d. per square metre of space occupied – the rent charged by the Fair authorities.

Firms wishing to participate on this basis should apply before February 15, 1962, to Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. The total area required, the type of product to be displayed and the present arrangements for representation in Yugoslavia (if any) should be stated.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Frankfurt 'Interstoff' (*Continued*)

facturers to counteract the growing competition from man-made fibre shirtings. They exhibited on their stands a newly developed cotton poplin shirting fabric marketed under the trade name 'Cottonova' in a variety of colours and prints with no-iron (drip-dry) properties. It is claimed that this fabric will withstand repeated boiling and is superior in this respect to any synthetic fabric.

Materials for evening and 'Apres-ski' wear incorporating a non-tarnishable metal thread and yarn were much in evidence. This metal yarn was also widely used in conjunction with elastic fabrics to achieve an additional appeal and effect; experts believe that the popularity of this metal yarn is likely to continue. Progress also seems to have been made in the production of foam-rubber backed materials for winter wear as was evidenced by the number of exhibitors who displayed this type of fabric. In particular this material is being used for fur imitations and mohair effects.

Silk materials were displayed in a variety of colours and prints. Although the darker shades for autumn and winter wear were predominant, some very attractive and colourful prints (mainly with small square and rectangular designs) were offered as novelties for ladies' blouses and dresses. Some Austrian silk weavers and printers were said to have been particularly successful with their new collections. Reproductions of genuine Scottish tartan designs which have always had a certain appeal in Germany, seem to be attracting growing interest among the ladies' outerwear industry. German manufacturers of worsted Tratanxyx tartan materials have reported a lively business with these lines.

When the Sixth Interstoff exhibition closed on the afternoon of January 12, about 8,000 visitors, of whom about 1,850 were foreigners from 23 countries, had passed through its turnstiles. In an endeavour to meet the seasonal requirements of the clothing industry better than in the past, the organizers of Interstoff have now decided to bring forward by stages the dates of this bi-annual exhibition from January and July to November and May. As a first step, the Seventh Interstoff will be held from June 19-22, 1962, and the Eighth Interstoff from December 4/7, 1962. As from 1962 the exhibition will be held regularly in May and November.

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On the South Bank, in the main the factory is single storey, and was constructed between 1953-1955. The total covered area amounts to 147,000 sq. ft. The buildings are brick with steel trusses, concrete floors, asphalt and corrugated asbestos roofs. One section of the premises comprises a four storey building, specially designed for heavy warehouse loading, with flat roof, lift and total floor area of 37,000 sq. ft. There are Approach and Service Roads and Industrial Supplies of Gas, Water and Electricity.

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Managing Director, Messrs. Brown & Adam Limited, Renfield Works, Pollokshaws, Glasgow, S.3.

English Cheese Sells Well in Belgium

THE English Cheese Fortnight held recently at a leading Brussels department store, Au Bon Marche, gave several thousand Belgians the opportunity to see, taste, and even buy nine varieties of English cheese.

The idea arose from a discussion between H. M. Ambassador to Belgium Sir John Nicholls, and the leader of the Export Council for Europe's 'Pathfinder' team to this country, Mr. Alex Abel Smith; it aroused the keen interest of the English Country Cheese Council, and secured the willing co-operation of the management of Au Bon Marche, and of the importing firm A. Warmenbol of Antwerp.

As a curtain-raiser to the commercial display, Sir John and Lady Nicholls gave a reception last November to which over one hundred prominent and influential Belgian personalities were invited to sample the different English cheeses each accompanied by its appropriate wine. Two days later, and heralded by announcements in the Press, the English Cheese Fortnight was launched at the Bon Marche. The store had set aside for this purpose a large island site in its food department, as well as a corner window location at street level, both attractively decorated with publicity material – and, of course, cheeses – provided by the English Country Cheese Council.

The statistical results of the exercise may not be startling, but they are certainly encouraging; at any rate they exceeded the hopes of the management of the Bon Marche. Altogether 1250 kilos (about 25 cwt.) of cheese were sold over the counter to 4,525 customers for a total of nearly 100,000 Belgian francs – a little over £700.

The faithful 'Chestaire' – rebaptised Cheddar for the occasion – accounted for three-fifths of the total sales. The stocks of the aristocratic Stilton, selling at a price comparing favourably with the better-known Roquefort, had to be replenished at an early stage; altogether eight whole cheeses were sold, weighing one cwt.

It would be invidious, even if it were practicable, to differentiate between the other seven varieties which were all sold at a uniform price; what is much more important is that the Cheese Fortnight gave the Belgian housewife an opportunity of experimenting with something other than the traditional French, Dutch and Swiss cheeses.

Belgium produces about one-third of the cheese she consumes,

English cheeses on display in Brussels.

and this mainly the popular Gouda-type hard cheese. Of imported cheeses the Netherlands supplies nearly 70 per cent., the next most important suppliers being Switzerland, France, Germany and Denmark. The Belgian is definitely cheese-concious, consuming about four pounds a head to the Briton's three. Department stores and some specialist shops carry over 300 varieties, and even small shops commonly stock 20 different kinds.

In the face of established popular tastes and such a wide variety of suppliers, it would be too much to expect that English cheeses will make any big impact on the market overnight. But it should be possible for some varieties to compete in the quality ranges offered to the more discriminating consumer, and it is hoped that the English Cheese Fortnight has opened the door a little wider to this prospect.

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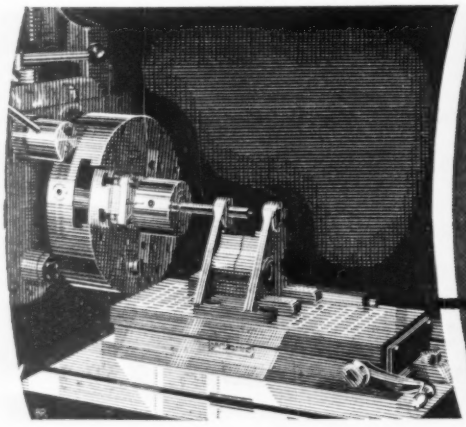

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Commonwealth Countries

Australia

Mr. F. B. Arnold, C.M.G., O.B.E., The Senior British Trade Commissioner in Australia, Commonwealth Avenue, Canberra, A.C.T., Australia. ('Senbricom, Canberra.') (Tel.: U.2211.)

CANBERRA. – Mr. H. W. Woodruff, British Trade Commissioner, Commerwealth Avenue, Canberra, A.C.T. ('Senbricom, Canberra.') (Tel.: U.2211.)*

SYDNEY. – Mr. A. R. Bruce, C.M.G., O.B.E., The Principal British Trade Commissioner, London Assurance House, 16 Bridge Street, Sydney. (Combritto, Sydney.') (Tel.: 27-7521.)

MELBOURNE. – Mr. J. W. Stoodley, The Principal British Trade Commissioner, Australia and New Zealand Bank Chambers, 224 Queen Street, Melbourne, C.1. ('Combrit, Melbourne.') (Tel.: 67-7254 (4 lines).)

BRISBANE. – Mr. K. R. Allen, The British Trade Commissioner, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('Combriton, Brisbane.') (Tel.: 2 2307.)

PERTH – Mr. J. D. Leithead, The British Trade Commissioner, Prudential Building, 189 St. George's Terrace, Perth, Western Australia. ('Britcom, Perth.') (Tel.: B.A. 2042/3.)

ADELAIDE. – Mr. M. E. Browne, The British Trade Commissioner, F.C.A. Building, 15 Franklin Street. ('Britoncom, Adelaide.') (Tel.: 51-4011, 51-4012.)

British Trade Correspondents in the area covered by the Trade Commissioner at Melbourne

TASMANIA – Mr. O. W. Hawkins, M.B.E., 'Old Bell' Chambers, 148 Elizabeth Street, Hobart.

Canada

Mr. K. McGregor, C.M.G., The Senior British Trade Commissioner in Canada, 56 Sparks Street, Ottawa. ('Sencom, Ottawa.') (Tel.: CEntral 3-4085.)

OTTAWA. – Mr. J. A. E. Smart, British Trade Commissioner, 56 Sparks Street, Ottawa. ('Sencom, Ottawa.') (Tel.: CEntral 3-4085.)

MONTREAL. – Mr. A. Heckle, The Principal British Trade Commissioner, 635 Dorchester Boulevard West, Montreal, 2, P.Q. ('Britcom, Montreal.') (Tel.: UNiversity 6-3381.)

TORONTO. – Mr. J. R. W. Wilby, C.M.G., The Principal British Trade Commissioner, 119 Adelaide Street West, Toronto. ('Toroncom, Toronto.') (Tel.: EMpire 2-1223.)

VANCOUVER. – Mr. W. K. Ward, The Principal British Trade Commissioner, Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver, 2, B.C. ('Vancom, Vancouver.) (Tel.: MUtual 1-8381.)

WINNIPEG. – Mr. J. R. Cross, The British Trade Commissioner, 4th Floor, 333, Broadway Avenue, Winnipeg, 1. Man. ('Wincom, Winnipeg') (Tel.: W.H. 23153-4.)

EDMONTON. – Mr. I. L. Davies, M.B.E., The British Trade Commissioner, Imperial Bank Building, Jasper Avenue, Edmonton, Alberta. ('Edcom, Edmonton.') (Tel.: GArden 4-0481/2/3/4.)*

REGINA. – Mr. M. W. R. Mustoe, Office of British Trade Commissioner, Room 207, Derrick Building, 2431 Eleventh Avenue, Regina. ('Regcom, Regina.') (Tel.: LAkeside 7-6459.)

ATLANTIC PROVINCES. – Mr. H. F. Codling, The British Trade Commissioner for the Atlantic Provinces, 65 Spring Garden Road, Halifax, Nova Scotia. ('Halicom, Halifax.') (Tel.: Halifax 2-7488.)

British Trade Correspondent in the area covered by the Trade Commissioner at Halifax

NEWFOUNDLAND. – Mr. H. T. Renouf, 10 Forest Avenue, St. John's, Newfoundland.

Ceylon

COLOMBO. – Mr. J. F. Saunders, M.B.E., The Principal British Trade Commissioner in Ceylon, P.O. Box 745, 2nd Floor, Hongkong Bank Building, Prince Street, Colombo. ('Tradcom, Colombo.') (Tel.: 7298/9.)

India

Mr. H. Bailey, C.M.G., The Senior British Trade Commissioner in India, Chanakyapuri, New Delhi 21. ('Tradcom, New Delhi.') (Tel.: New Delhi 30171, 20 lines.)

DELHI. – Mr. R. Fell, The British Trade Commissioner, Chanakyapuri, New Delhi 21. ('Tradcom, New Delhi.') (Tel.: New Delhi 30171, 20 lines.)

CALCUTTA. – Mr. M. J. Marshall, The Principal British Trade Commissioner, P.O. Box 9077, 1 Harington Street, Calcutta, 16. ('Tradcom, Calcutta.') (Tel.: 44-5171.)

* *See page 96*

BOMBAY. – Mr. S. C. Stout, The Principal British Trade Commissioner, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. ('Tradcom, Bombay.') (Tel.: 255391 to 255396.)

MADRAS. – Mr. F. F. D. Ward, M.B.E., The British Trade Commissioner, P.O. Box 1575, 6 Armenian Street, Madras, 1. ('Britracom, Madras.') (Tel.: 3941.)

Pakistan

Mr. R. W. B. Carter, The Senior British Trade Commissioner in Pakistan, 1st Floor, Finlay House, McLeod Road, Karachi. ('Tradcom, Karachi.') (Tel.: 34041/2/3.)

KARACHI. – Mr. J. F. J. Jardine, British Trade Commissioner, 1st Floor, Finlay House, McLeod Road, Karachi. ('Tradcom, Karachi.') (Tel.: 34041/2/3.)

LAHORE. – Mr. L. F. Hope, The British Trade Commissioner, P.O. Box 287, National House, Bank Square, The Mall, Lahore. ('Tradcom, Lahore.') (Tel.: 2520.)

DACCA. – Mr. J. W. P. Chidell, The Principal British Trade Commissioner, Adamjee Court, Motijheel, P.O. Box 90, Ramna, Dacca, East Pakistan. ('Uktradcom, Dacca.') (Tel.: 4216-8.)

CHITTAGONG. – Mr. P. C. Burdett, The British Trade Commissioner, P.O. Box 19, Chamber of Commerce Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ('Uktradcom, Chittagong.') (Tel.: 5971 and 5972.)

New Zealand

Mr. C. G. Cruickshank, The Senior British Trade Commissioner in New Zealand, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('Wellingcom, Wellington.') (Tel.: 46-060.)

WELLINGTON. – Mr. G. C. Dick, British Trade Commissioner, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('Wellingcom, Wellington.') (Tel.: 46-060.)

AUCKLAND. – Mr. A. P. Timms, The British Trade Commissioner, P.O. Box 1476, 56-58, Shortland Street, Auckland, C.1. ('Tradcom, Auckland.') (Tel.: 43-473.)

CHRISTCHURCH. – Mr. A. Vine, The British Trade Commissioner, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch') (Tel.: 30-822.)

British Trade Correspondent in the area covered by the Trade Commissioner at Wellington

SAMOA. – Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

Africa

East Africa

NAIROBI. – Mr. C. E. Dymond, The Principal British Trade Commissioner in Kenya and Uganda, P.O. Box 30133, First Floor, Cotts House, Eliot Street, Nairobi, Kenya. ('Britishers, Nairobi') (Tel.: 25808/9.)

DAR-ES-SALAAM. – The British Trade Commissioner in Tanganyika and Zanzibar, P.O. Box 9112, 8th Floor, Permanent House, Corner of Ingles Street/Independence Avenue, Dar-es-Salaam. ('Britishers, Dar-es-Salaam') (Tel.: 23344, 2 lines.)

British Trade Correspondent in the area covered by the Trade Commissioner in Tanganyika and Zanzibar

ZANZIBAR. – The Comptroller of Customs, Zanzibar.

British Trade Correspondent in the area covered by the Trade Commissioner in Cape Town

ST. HELENA. – The Collector of Customs, St. Helena.

British Trade Correspondent in the area covered by the Trade Commissioner at Durban

BASUTOLAND. – The Deputy Resident Commissioner and Government Secretary, Maseru.

West Africa

Nigeria. – Mr. D. G. Stewart-Smith, The Senior British Trade Commissioner in Nigeria, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) ('Tradcom, Lagos') (Tel.: 26441.)

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(*Continued on next page*)

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KADUNA. – Mr. J. H. Walsh, The British Trade Commissioner, Private Mail Bag 2078, 5 Prince Edward's Way, Kaduna. ('Tradcom, Kaduna.') (Tel.: 2046-7.)

Ghana. – Mr. L. Bevan, The Principal British Trade Commissioner in Ghana, Barclays Bank Building, High Street, P.O. Box 2649, Accra. ('Tradcom, Accra.') (Tel.: 4651.)

Sierra Leone. – Mr. J. L. Beavan, Second Secretary (Commercial), Office of the British High Commissioner, Private Mail Bag c/o G.P.O. Freetown. (For Visitors) B.W.A. Building, Oxford Street, Freetown (U.K. Rep., Freetown) (Tel.: 2588-9.)

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THE GAMBIA. – The Financial Secretary, The Secretariat, Bathurst.

Federation of Rhodesia and Nyasaland

SALISBURY: SOUTHERN RHODESIA. – Mr. G. W. Brazendale, C.M.G., The Principal British Trade Commissioner in The Federation of Rhodesia and Nyasaland, P.O. Box 984, R.T.A. House, Baker Avenue, Salisbury. ('Tradcom, Salisbury.') (Tel.: 28381/2.)

East Indies and Far East

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British Trade Correspondents in the area covered by the Trade Commissioner at Singapore

BRUNEI. – The Controller of Customs, Brunei.
NORTH BORNEO. – The Commissioner of Trade and Customs, Jesselton.
SARAWAK. – The Commissioner of Trade and Customs, Kuching.

Hong Kong. – Mr. A. Wooller, The British Trade Commissioner, P.O. Box 528, 1037-1040, 10th Floor, Alexandra House, Hong Kong. ('Uktrade, Hong Kong.') (Tel.: 36086/7.)

Mediterranean

CYPRUS. – The British Trade Commissioner, P.O. Box 678, Alexander Pallis Street, Nicosia. ('Tradcom, Nicosia'). (Tel.: 73131-5.)

British Trade Correspondents

GIBRALTAR. – The Colonial Secretary, Gibraltar.
MALTA. – The Director of Industrial Development, Department of Trade and Industry, 9 Merchants Street, Valletta. ('Tradevelop, VallettaMalta.')

The West Indies and Central America

JAMAICA. – Mr. B. A. F. Pennock, The British Trade Commissioner in Jamaica, P.O. Box 393, Barclay's Bank Building, King Street, Kingston, Jamaica. ('Britcom, Kingston.') (Tel.: Kingston 3171.)

British Trade Correspondents in the area covered by the Trade Commissioner in Jamaica

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BRITISH HONDURAS. – The Colonial Secretary, Belise.

TRINIDAD. – Mr. G. Booth, The British Trade Commissioner for the Eastern Caribbean, Colonial Building, 72 South Quay, P.O. Box 225, Port of Spain, Trinidad. ('Trincom, Port of Spain') (Tel.: 34856, 35792.)

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ANGUILLA, ST. KITTS-NEVIS. – Controller of Customs, Customs Dept., Basseterre, St. Kitts.
ANTIGUA. – Collector of Customs, Antigua.
BARBADOS. – The Comptroller of Customs, Bridgetown.
BRITISH GUIANA. – The Comptroller of Customs, Georgetown.
DOMINICA. – The Financial Secretary, Treasury Chambers, Roseau, Dominica.
GRENADA. – The Financial Secretary, Grenada.
MONTSERRAT. – The Treasurer, Montserrat.
ST. LUCIA. – The Permanent Secretary, Ministry of Finance, St. Lucia.
ST. VINCENT. – The Collector of Customs and Excise, St. Vincent.
VIRGIN ISLANDS. – The Administrator, Tortola.

Note: In any territory covered by a Trade Commissioner, British firms are invited to correspond with the Trade Commissioner and not with the British Trade Correspondent.

Other Parts of the Commonwealth

British Trade Correspondents

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BRITISH SOLOMON ISLANDS PROTECTORATE. – Accountant-General and Collector of Customs, Box 119, Honiara, Guadalcanal, Western Pacific.
FALKLAND ISLANDS. – The Colonial Secretary, Stanley.
FIJI. – The Commerce and Industries Officer, The Secretariat, Suva.
GILBERT AND ELLICE ISLANDS COLONY. – The Accountant-General, Tarawa, Gilbert Islands.
MAURITUS. – The Collector of Customs, Mauritius.
NEW HEBRIDES. – The British Resident Commissioner, Vila. New Hebrides.
SEYCHELLES. – The Director of Tourism and Information, Queen's Building, Victoria, Mahe, Seychelles.
TONGA. – British Commissioner and Consul. H.B.M.'s Agency and Consulate, Tonga.

Foreign Countries

(C.G. = Consulate-General, C. = Consulate, and V.C. = Vice-Consulate. Unless otherwise indicated, the telegraphic addresses of the following posts are:
(i) for Embassies and Legations – 'Prodrome,' followed by the relevant town name;
(ii) for Consulates-General, Consulates and Vice-Consulates – 'Britain,' followed by the relevant town name.

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AUSTRIA. – Mr. A. C. Maby, C.B.E., H.M. Counsellor (Commercial) and Consul-General, British Embassy, 40 Reisner Strasse, Vienna 3. (Tel.: 73.15.75/6/7.)
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ANTWERP (C.G.). – 105 Frankrijklei. (Tel.: 32.69.40; 32.88.29.)
BULGARIA. – Mr. D. W. Partridge, Vice-Consul and Commercial Secretary, British Legation, Boulevard Marshal Tolbuhin 65, Sofia. (Tel.: 62421, 62422.)
CZECHOSLOVAKIA. – W. N. Hillier-Fry, First Secretary (Commercial) and Consul, British Embassy, Thunovska Ulice 14, Prague (Praha) 1 – Mala Strana. (Tel.: 66144, 66145.)
DENMARK. – Mr C. B. B. Heathcote-Smith, H.M. Counsellor (Commercial) and Consul-General, British Embassy, 38/40 Kastelsvej, Copenhagen ø. (Tel.: Central 11-433.)
FAROE ISLANDS. – Mr. A. Mortensen, Hon. Acting Vice-Consul, British Vice-Consulate, The Quay, P.O. Box No. 49, Thorshavn, Faroe Islands (Tel.: 1690.)
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BOULOGNE (V.C.). – C/o Courtiers Maritimes, 42 Rue des Ecoles. (Tel.: 31.46.15.)
CALAIS (V.C.). – 9-11 Rue Felix Cadras. (Tel.: 34.45.48.)
DIEPPE (V.C.). – 11 Rue des Fontaines. (Tel.: 84.25-70.)
DUNKIRK (V.C.). – 9 bis Quai de la Citadelle, P.O. Box 2-510. (Tel.: 66.66.00 to 66.66.04.)
LE HAVRE (V.C.). – 9 Quai George V. (Tel.: 42.27.47.)
LILLE (C.). – 29 Rue Esquermoise, Boite Posale No. 16 (Bourse). (Tel.: 57.35.49.)

LYONS (C.G.). – 15 Quai General Sarrail (Rhone). (Tel.: 24.31.53 24.57.38.)
MARSEILLES (C.G.). – 1 Rue d'Arcole. (Tel.: 37.41.85/37.41.86/ 37.05.15.
STRASBOURG (C.G.). – 5 Avenue de la Paix, B.P. 42. (Tel.: 35.00.57.) (35.27.40.)

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FRANKFURT (C.G.). – Zeppelinallee 47. (Tel.: 773251.)
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PIRAEUS (V.C.). – 24 Akti Possidonos. (Tel.: 41-345.)
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HUNGARY. – Mr. J. D. Lewis, Commercial Secretary, British Legation, 6 Harmincad Utca, Budapest, V. (Tel.: 182-880.)

ICELAND. – Mr. A. C. Stewart, C.M.G., O.B.E., H.M. Ambassador and Consul-General, British Embassy, Laufasvegur 49, Reykjavik. (Tel.: 15883-4.)

IRISH REPUBLIC. – Mr. G. L. Pearson, M.C., British Trade Commissioner, 30 Merrion Square, Dublin, 2. ('Dubcom, Dublin.') (Tel.: Dublin 65678/9.)

*ITALY. – Mr. J. H. Wardle-Smith, C.M.G., H.M. Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, Rome. (Tel.: 776551/2/3/4/5/6.)
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FLORENCE (C.). – Palazzo Castelbarco, 2 Lungarno Corsini. (Tel.: 284133 and 272594.)
GENOA (C.G.). – Via Fieschi 8-12. (Tel.: 54833/6.)
MESSINA (C.). – Palazzo I.N.A., Via 1 Septembre 54. (Tel.: 10135.)
NAPLES (C.G.). – 122 Via Francesco Crispi. Tel.: 382482, 385641.)
PALERMO (C.). – Palazzo Vassallo, Via Marchese di Villa bianca (Tel.: 253364-253366.)
TRIESTE (C.). – Via Rossini 2. (Tel.: 35760/24590.)
TURIN (C.). – Via Bogino 31. (Tel.: 46908.)
VENICE (C.). – P.O. Box No. 469, Accademia 1051, Dorsoduro. (Tel.: 27408, 27207.)

LIECHTENSTEIN. – H.M. Consul-General, Zurich (for routine commercial enquiries covering Liechtenstein.); H.M. Counsellor (Commercial), British Embassy, Berne (for other enquiries.)

LUXEMBOURG. – Mr. J. R. Cotton, C.M.G., O.B.E., Counsellor (Commercial) British Embassy, 16 Boulevard F. D. Roosevelt, Luxembourg. (Tel.: 233-44, 237-34, 286-66.)

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ROTTERDAM (C.G.). – 18 Parklaan. (Tel.: 131555 and 138762.)

NORWAY. – Mr. W. S. Laver, C.B.E., H.M. Counsellor (Commercial), Commercial Department, British Embassy, Drammensveien 4, Oslo. (Tel.: 41 02 40.)
BERGEN (C.).) – Slottsgaten 1. (Tel.: 10990.)

POLAND. – Mr. J. A. Dobbs, C.B.E., T.D., 1st Secretary (Commercial), British Embassy, Aleja Roz 1, Warsaw. (Tel.: 81001.)

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ROUMANIA. – C. W. Squire, 2nd Secretary (Commercial), Chancery, British Legation, 24 Strada Jules Michelet, Bucharest. (Tel.: 11:16:35/6.)

SOVIET UNION. – Mr. H. W King, M.B.E., Counsellor (Commercial), British Embassy. All correspondence should be addressed to him at 14 Sofiiskava Naberezhnava, Moscow 12. Mr. King receives all visitors at his offices Kutuzovsky Prospekt 15, Moscow, G-248. (Tel.: 41-10-33.)

* *Initial correspondence concerning general commercial matters should be addressed to the British Embassy at Bonn, to the Consul (Commercial), Milan, with a copy, if desired, to the British Embassy, Rome: inquiries relating to Government policy or any subject involving the Italian authorities to Rome.*

Only specific inquiries concerning one consular post should be addressed in the first instance to the Consulates.

SPAIN. – Mr. P. S. Stephens, C.B.E., H.M. Counsellor (Commercial), British Embassy, Fernando el Santo 16, Madrid, 4. (Tel.: 2232810, 2232814, 2232819.)
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MALMO (C.). – Stortoget 31. (Tel.: 26.63.5.)

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TURKEY. – Mr. A. H. Ballantyne, C.V.O., H.M. Counsellor (Commercial), British Embassy, Mudafaai Hukuk Caddesi No. 10, Cankaya, Ankara. (Tel.: 21090-21096.)
ISTANBUL. – Mr. W. H. Adams, O.B.E., Consul, British Consulate-General, Tepebasi, Beyoglu. (Tel.: 44.75.40.)
IZMIR (SMYRNA). – R. E. Wilkinson, M.B.E. British Consulate-General Ataturk Caddesi 336, P.K. 300, Izmir. (Tel.: 32501.)

YUGOSLAVIA. – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Counsellor (Economic/Commercial). British Embassy, 46 Ulica Prvog Maja, Belgrade. (Tel.: 23536.)
SPLIT (C.). – Ulica Titova Obala 7. (Tel.: 2731.)
ZAGREB (C.G.). – Ulica Ilica 12. (Tel.: 37627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

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BOSTON (C.G.). – Mr. J. A. D. Stewart-Robinson, Consul, Room 2303, John Hancock Building, Boston 16, Massachusetts. (Tel.: LIberty 2-2810.)

CHICAGO (C.G.). – Mr. G. C. Mayhew, Deputy Consul-General, 200 South Michigan Avenue, Chicago 4, Illinois. (Tel.: Webster 9-5166.)

CLEVELAND (C.G.). – Mr. M. W. Briar, Vice-Consul, 1828 The Illuminating Building, Cleveland 13, Ohio. (Tel.: MAin 1-7674.)

DENVER (C.). – Miss A. Clay, M.B.E., Vice-Consul, 607 Colorado Building, 1615 California Street, Denver 2, Colorado. (Tel.: AComa 2-2729.)

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HONOLULU (C.). – Mr. H. M. Hindle, T.D., Consul, Room 226 Dillingham Building, Bishop Street, Honolulu, 13, Hawaii. (Tel.: 586-185.)

HOUSTON (C.G.). – Mr. H. Niblock, Consul, 3101 Fannin Street, Houston 4, Texas. (Tel.: JAckson 6-1441.)

KANSAS CITY (C.). – Mr. H. C. L. Fassnidge, Vice-Consul, R.1509, Commerce Trust Building, 922 Walnut Street, Kansas City 6, Missouri. (Tel.: GRand 11644/5.)

LOS ANGELES (C.G.). – Mr. A. G. Elgar, Consul, British Consulate-General, 3324 Wilshire Boulevard, Los Angeles 5, California. (Tel.: Dunkirk 5-7381.)

MIAMA (C.). – Mr. F. Smitherman, M.B.E., Consul, 732 Ingraham Building, Miami 32, Florida. (Tel.: FRanklin 1-7544 and 1-7545.)

MINNEAPOLIS (C.). – Mr. E. H. Harrison, Vice-Consul, Room 1900 First National Bank Building, Minneapolis 2, Minnesota. (Tel.: FEderal 5-0921.)

NEW ORLEANS (C.G.). – Mr. D. F. P. Williams, Consul, 403 International Trade Mart, New Orleans 12, Louisiana. (Tel.: JAckson 2-5152.)

NEW YORK (C.G.). – Mr. R. A. Daniell, O.B.E., Deputy Consul-General (Commercial), 7th Floor, 99 Park Avenue, New York 16, N.Y. (Tel.: MUrray Hill 2-6820.)
'(Export Credits Guarantee Department representative in N. America, America, Mr. R. S. Kinsey, at same address.)'

PHILADELPHIA (C.G.). – Mr. P. Manning-Smith, Vice-Consul, 12 South 12th Street, Philadelphia 7, Pennsylvania. (Tel.: WAlnut 5-2430.)

(Continued on next page)

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North America

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Central America

COSTA RICA. – Mr. F. F. Garner, C.M.G., H.M. Ambassador and Consul-General, British Embassy, Paseo Colon, 3202, Apartado 'U' San Jose. (Tel.: 5286.)
CUBA. – Mr. K. R. Oakeshott (Designate) First Secretary (Commercial), British Embassy, Apartado 1069 (for correspondence); Edificio Bolivar, Capdevila 101-103, 9° Piso (for visitors); Havana. (Tel.: 5-2905, 5-2906, 5-2907 and 5-6631.)
DOMINICAN REPUBLIC. – Mr. W. W. McVittie, C.M.G., H.M. Ambassador and Consul-General, British Embassy, No. 84 Avenida Independencia, Santo Domingo. (Tel.: 3128-9.)
EL SALVADOR. – Mr. G. W. Kirk, C.M.G., H.M. Ambassador and Consul-General, British Embassy, 13a Avenida Norte Continuacion, Colonia Duenas, San Salvador. (Tel.: 2667.)
GUATEMALA. – Mr. J. E. Jackson, First Secretary (Commercial) and Consul, British Legation, 11 Calle No. 3-27, P.O. Box 8, Guatemala City. (Tel.: 24604, 27305, 21463.)
HAITI. – Mr. G. T. Corlev Smith, C.M.G., H.M. Ambassador and Consul-General British Embassy, Avenue Christophe/Rue Marcelin, P.O. Box 1302, Port-au-Prince. (Tel.: 3488.)
HONDURAS, REPUBLIC OF. – Mr. R. B. B. Tollinton, C.B.E., H.M. Ambassador and Consul-General, British Embassy, P.O. Box 290, 'Villa Lourdes', Avenida La Paz, Tegucigalpa. (Tel.: 1357.)
NETHERLANDS ANTILLES. – Mr. E. F. Wise, O.B.E., H.M. Consul British Consulate, Kerkstraat 8, Willemstad, Curaçao. (Tel.: 12202 and 11090.)
ARUBA (V.C.). – 32 Havenstraat (P.O. Box 85), Oranjestad. (Tel.: 2046.)
NICARAGUA. – Mr. P. M. Johnston (Designate), H.M. Ambassador and Consul-General, British Embassy, 208 Avenida Roosevelt, Managua. (Tel.: 5301.2.)
PANAMA. – Mr. G. L. Bullard, First Secretary and Consul, British Embassy, Via Espana 120, Panama City. (Tel.: PAnama 30453.)
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ECUADOR. – Commercial Secretariat, British Embassy, P.O. Box 314 (for correspondence), Opposite Hotel Quito (for visitors), Quito. (Tel.: 30070/1/2/3/4.)
GUAYAQUIL (C.). – Calle Malecon Simon Bolivar 1011 and Calle San Francisco, P.O. Box 'K' (for mail), P. Ycaza. (Tel.: Guayaquil 708.)
PARAGUAY. – Mr. L. Cox, First Secretary and Consul, British Embassy, Casilla de Correo 404 (for correspondence), 25 de Mayo 171 (for visitors), Asuncion. (Tel.: 9146.)
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SURINAM. – Mr. C. H. Benz (Dutch), Honorary H.M. Vice-Consul, British Consulate, Paramaribo. (Tel.: 2148.)
URUGUAY. – Mr. J. L. Taylor, First Secretary (Commercial), British Embassy, Calle Rincon 454, Piso 5, Montevideo. (Tel.: 9-2501.)
VENEZUELA. – Mr. I. C. Mackenzie, H.M. Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence) 12th Floor, Avenida La Estancia No. 10, Ciudad Commercial, Tamanaco, Chuao, Caracas (for Visitors). (Tel.: 32.83.55/59 and 32.32.16.)

Asia

AFGHANISTAN. – Mr. H. H. Hale, Second Secretary (Commercial), British Embassy, Kabul. (Tel.: 20512.)
BURMA. – Mr. B. H. Wilcox, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, Rangoon. (Tel.: 15700.)
CAMBODIA. – Mr. L. A. Taylor, Second Secretary (Commercial), British Embassy, 96 Moha Vithei Preah Bat Norodom, Boite Postale No. 150, Phnom Penh. (Tel.: 164.)
CHINA. – Mr. K. G. Ritchie, First Secretary (Commercial), Office of the British Chargé d'Affairs, 5 Kuang Hua Lu, Chien Kuo Men Wai, Peking. (Tel.: 5-3931/5.)
SHANGHAI. – The Office of the Counsellor in Shanghai of the Office of the British Chargé d'Affairs, 33 Chung Shan Lu, Shanghai, E.1. ('Prodrome, Shanghai.') (Tel.: 11489.)
FORMOSA. – Mr. E. E. Young, H.M. Consul, British Consulate, Chung Cheng Road, Tamsui. (Tel.: 2.)
TAIPEI. – H.M. Consul, British Consulate, 287 Chung An West Road, Taipei. (Tel.: 42040.)
INDONESIA. – Mr. P. R. Oliver, Counsellor (Commercial) British Embassy, Djalan Madsapahit 29, Djakarta. (Tel.: Gambir 3821.)
MEDAN (C.). – No. 18 Djalan Djakarta, P.O. Box No. 163. (Tel.: 2050.)
SURABAYA (C.). – c/o Maclaine, Watson & Co., 15 Djalan Djembatan Merah, P.O. Box 118. (Tel.: Utara 1161.)
IRAN. – Mr. H. Phillips, H.M. Counsellor (Economic), British Embassy, Avenue Ferdowsi, Tehran. (Tel.: 45011 to 45014 and 45017.)
KHORRAMSHAHR (C.). – Mr. J. G. Whittall, H.M. Consul, P.O. Box 59, Abadan. (Tel.: Abadan 8839 and 8823.)
IRAQ. – Mr. W. I. Combs, H.M. Counsellor (Commercial), British Embassy, Sharia Salah Ud-Din, Karkh, Baghdad. (Tel.: 32121.)
ISRAEL. – Mr. R. L. Wade-Gery, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, Tel Aviv. (Tel.: 220157.)
HAIFA (C.G.). – 5 St. Luke's Street, P.O. Box 1898. (Tel.: 52226.)
JAPAN. – Mr. P. G. A. Wakefield, First Secretary (Commercial), British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo. (Tel.: 331-5551.)
OSAKA. – Mr. R. S. Milward, H.M. Consul (Commercial), British Consulate-General, Hongkong and Shanghai Bank Building, 4-chome 45 Awajimachi, Higashi-ku. (Tel.: Kitahama (23)-3355/6/7.)
YOKOHAMA (C.). – H.M. Consul, British Consulate, 3 Nickono-Dori, Nakaku. (Tel.: 2-1570.)
KOBE. – H.M. Consul, British Consulate, Chartered Bank Building, 9a Kaigandori. (Tel.: 3-7957.)
†JERUSALEM. – See footnote on page v.
JORDON, HASHEMITE KINGDOM OF. – Mr. H. J. O. R. Tunnell, Commercial Attaché, British Embassy, P.O. Box 87, Amman. (Tel.: 7.39.62.)
KOREA. – Mr. J. H. Bailey, Second Secretary (Commercial) British Embassy, No. 4 Chong Dong, Sodaimoon-Ku, Seoul. (Tel.: 20041, 20042 and 20043.)
LAOS. – Mr. D. A. Campbell, Third Secretary, British Embassy, P.O. Box 224, Vientiane.
LEBANON. – Mr. J. S. A. Selwyn, O.B.E., First Secretary (Commercial), British Embassy, Avenue de Pans, Ain el Mreisse, Beirut. (Tel.: Beirut 2-59589.)
MACAO. – H.M. Consul, British Consulate, 3, Calcado Do Faio, Macao.
NEPAL. – Sir Leonard Scopes, K.C.V.O., C.M.G., O.B.E., H.M. Ambassador, British Embassy, Lain Chaur, P.O. Box No. 106, Katmandu.

PERSIAN GULF SHAIKDOMS.

BAHRAIN, QATAR, TRUCIAL STATES, MUSCAT & OMAN generally: Mr. J. P. Tripp, First Secretary (Commercial), British Residency, P.O. Box No. 3, Bahrain. ('Prodrome, Bahrain.') (Tel.: Manama (Bahrain) 3231.)
BAHRAIN (only). – Commercial Officer, H.M. Political Ageney, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, Manama, P.O. Box No. 114, Bahrain. ('Political, Bahrain.') (Tel.: Manama (Bahrain) 3597.)
QATAR. – Commercial Officer, British Political Agency, Doha. ('Political, Qatar.') (Tel.: 246.)
TRUCIAL STATES (except Abu Dhabi). – Commercial Officer, British Political Agency, Dubai. ('Political, Dubai.') (Tel.: 4225.)
ABU DHABI. – Assistant Political Officer, British Political Agency, Abu Dhabi.
MUSCAT & OMAN. – H.M. Consul-General, Muscat. ('Political, Muscat.') (Tel.: Muscat 271.)

KUWAIT. – Mr. A. B. Ball, First Secretary (Commercial), British Embassy, Burgan House, Jahra Gate, P.O. Box No. 300, Kuwait. ('Britain, Kuwait') (Tel.: 3047.)

PHILIPPINES REPUBLIC. – Mr. D. P. Aiers, First Secretary (Commercial), British Embassy, P.O. Box 295, 8th Floor, L. & S. Building, 1414 Dewey Boulevard, Manila. (Tel.: 5-24-61.)

THAILAND. – Mr. R. M. Tesh, First Secretary (Commercial), British Embassy, Ploenchit Road, Bangkok. (Tel.: 57091-3.)

VIETNAM. – Mr. P. Donovan (Designate) Second Secretary (Commercial), British Embassy, 123 Dai-lo Le Loi (ex-Boulevard Bonnard), Saigon (for correspondence); 123 Boulevard Bonnard (Dai-lo le Loi) (for visitors). (Tel.: 21.205-24.610. Afternoons, Saigon 285.)

YEMEN. – Mr. R. W. Bailey, C.M.G., Chargé d'Affairs and Consul General, British Legation, Taiz, Yemen, via Aden. (Tel.: 377.)

† *Commercial inquiries relating to Jerusalem should, for the Israel sector be addressed to the British Embassy at Tel-Aviv and, for the Jordan sector, to the British Embassy at Amman.*

Africa

ALGERIA. – Mr. T. E. Evans, C.M.G., O.B.E., H.M. Consul-General, British Consulate-General, 6 Avenue Foureau Lamy, Algiers. (Tel.: 6566-82/3.)

CAMEROON, FEDERAL REPUBLIC OF. – Mr. C. E. King, C.M.G., H.M. Ambassador and Consul-General, British Embassy, Boite Postal 547, Yaounde. (Tel.: 31-92.)

THE FEDERATED STATE OF EAST CAMEROON: Duala (V.C.). – Mr. C. T. McGurk, Rue Joffre and Rue Castlenau, B.P. 4031, Duala. (Tel.: 46-27.)

THE FEDERATED STATE OF WEST CAMEROON: Buea (C.). – Mr. J. J. Balmain, H.M. Consul, British Consulate, Buea. (Tel.: Buea 119.)

CENTRAL AFRICAN REPUBLIC. – Mr. J. V. Rob, C.M.G., Ambassador and Consul-General, British Embassy, Ave du 28 aout 1940. Boite Postale 178, "Central Post Office," Brazzaville, Republic of Congo, (Tel.: Brazzaville 27-11 and 31-47.)

CHAD. – Mr. J. V. Rob, C.M.G., Ambassador and Consul-General, British Consulate, Ave du 28 aout 1940. Boite Postale 178 "Central Post Office," Brazzaville, Republic of Congo. (Tel.: Brazzaville 27-11 and 31-47.)

CONGO REPUBLIC (FORMERLY BELGIAN CONGO). – Mr. F. Sedgwick-Jell, First Secretary (Economic/Commercial), British Embassy, 9 Avenue Beernaert 5th Floor, Building Credit Congolaise, P.O. Box 8049, Leopoldville. (Tel.: 3483.)

ELISABETHVILLE. – British Consulate, Boulevard Elisabeth 727, P.O. Box 973. (Tel.: 2434.)

DAHOMEY. – Mr. R. J. Stratton, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances Avenue Chardy, Abidjan, Boite Postale 2581 (Tel.: 66-15 and 66-16.)

EGYPT (UNITED ARAB REPUBLIC). – Mr. J. R. Wraight, Counsellor (Commercial), British Embassy, Kasr-El-Dubara, Garden City, Cairo. (Tel.: 20850.)

ALEXANDRIA. – Mr. R. G. Dundas, C.B.E., H.M. Consul-General, British Consulate-General, Rue Iskander, El-Akbar No. 3. (Tel.: 21246, 21247, 21248.)

ETHIOPIA. – Mr. M. B. Eaden, First Secretary (Commercial), British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, Addis Ababa. (Tel.: 2515 or 3050/6.)

Eritrea. – Mr. D. G. Mitchell, M.B.E., H.M. Consul, British Consulate, (via Oriani 68), Asmara. ('Britain, Asmara.') (Tel.: 846-7.)

GABON. – Mr. J. V. Rob, C.M.G., Ambassador and Consul-General, British Embassy, Ave du 28 aout 1940. Boite Postale 178 "Central Post Office," Brazzaville, Republic of Congo. (Tel.: Brazzaville 27-11 and 31-47.)

GUINEA. – Mr. R. S. Jones, Third Secretary (Commercial), British Embassy, Boite Postale 104, Conakry. (Tel.: 28-25.)

IVORY COAST. – Mr. R. J. Stration, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances, Avenue Chardy, Abidjan. Boite Postale 2581. (Tel.: 66-15 and 66-16.)

LIBERIA. – Mr. H. A. N. Brown, H.M. Ambassador and Consul-General, British Embassy, P.O. Box 120, 'Mamba Point', Monrovia. (Tel.: 464.)

LIBYA. – *For correspondence concerning only Cyrenaica:* Mr. F. E. W. Haydon, Second Secretary, British Embassy in Libya, Sharia Omar Scennib 15-17, Benghazi. (Tel.: 2118/2119/2120.)

For correspondence concerning Tripolitania and Libya as a whole: Mr. D. R. Collard, First Secretary (Commercial), British Embassy in Libya, 30 Sciara Al Shatt, Tripoli Libya. (Tel.: 2230.)

MALAGASY REPUBLIC. – Mr. J. E. D. Street, H.M. Ambassador and Consul-General, British Embassy, 19 Rue Amiral Pierre, Boite Postale 167, Tananarive. ('Prodrome, Tananarive.') (Tel.: 06-50.)

MALI. – Mr. C. M. Le Quesne, H.M. Ambassador and Consul-General, British Embassy, Grand Hotel, B.P.110, Bamako. (Tel.: 2480.)

MAURITANIA (ISLAMIC REPUBLIC OF). – Mr. J. H. A. Watson, C.M.G., H.M. Ambassador, British Embassy, Rue du Docteur Guillet, B.P. 6025, Dakar, Senegal.

MOROCCO:

RABAT. – Mr. A. Shepherd, First Secretary (Commercial), British Embassy, 6 Avenue de Fez, Boite Postale 45. (Tel.: 20905/6.)

CASABLANCA. – Mr. E. B. Dawson-Moray, H.M. Consul, British Consulate, 60 Boulevard d'Anfa, Boite Postale 762. (Tel.: 614.41.)

TANGIER. – (*Name of Officer not yet known*). H.M. Consul, British Consulate-General, B.P. 2033 (Socco), 52, Rue d'Angleterre. (Tel.: 15895.)

TETUAN. – H.M. Vice-Consul, British Vice-Consulate, Boite Postale 290, Alcazar de Toledo, 4. (Tel.: 1590.)

REPUBLIC OF NIGER. – Mr. R. J. Stratton, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances, Avenue Chardy, Abidjan, Boite Postale 2581. (Tel.: 66-15 and 66-16.)

PORTUGUESE EAST AFRICA. – Mr. F. H. Crowther, H.M. Consul-General, British Consulate-General, 62 Avenida Augusto do Castelho (P.O. Box 55), Lourenco Marques. (Tel.: 6011/2.)

BEIRA (V.C.). – Casa Infante de Sagres, P.O. Box 11. (Tel.: 2032.)

PORTUGUESE WEST AFRICA. – Mr. J. C. Wardrop, H.M. Consul-General, British Consulate-General, Rua Diego Cao No. 4, Caixa Postal No. 1244, Luanda, Angola. (Tel.: 2487.)

REPUBLIC OF CONGO (FORMERLY FRENCH CONGO). – Mr. J. V. Rob, C.M.G., Ambassador and Consul-General, British Embassy, Ave du 28 aout 1940. Boite Postale 178, "Central Post Office" Brazzaville. (Tel.: Brazzaville 27-11 and 31-47.)

REPUBLIC OF SOUTH AFRICA. – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Commercial)) in the Republic of South Africa, P.O. Box 1982, Kerry Building, 238 Vermeulen Street, Pretoria. ('Sencom Pretoria') (Tel.: 3-7471, three lines).

PRETORIA – Mr. S. J. Gross, First Secretary (Commercial) Commercial Dept., British Embassy, P.O. Box 1982, Kerry Building, 238, Vermeulen Street, Pretoria. ('Sencom, Pretoria') (Tel.: 3-7471, three lines).

CAPE TOWN. – Mr. W. N. R. Maxwell, British Trade Commissioner, P.O. Box 1346, African Life Centre, 2, St. George Street, Cape Town. ('Tradcom, Cape Town') (Tel.: 41-1466, 7, 8.)

JOHANNESBURG. – Mr. K. H. Huggins, C.M.G., British Trade Commissioner, P.O. Box 10101, Palace Buildings, 52, Pritchard Street, Johannesburg. ('Tradcom, Johannesburg') (Tel.: 33-9502).

DURBAN – Mr. F. I. Lamb, British Trade Commissioner, P.O. Box 845, 7th Floor, Barclays Buildings, Corner Field and Smiths Streets, Durban. ('Tradcom, Durban') (Tel.: 22422.)

British Trade Correspondent in the area covered by the Trade Commissioner at Cape Town:

PORT ELIZABETH. – Mr. W. R. Fryer, P.O. Box 48, Port Elizabeth.

EAST LONDON. – Mr. C. P. Durkin, 15, Cairns Avenue, Bonnie Doon, East London. (Tel.: 88522.)

SOUTH WEST AFRICA. – Messrs. Lorentz & Bone (Solicitors), P.O. Box 85 (for all letters), P.O. Box 1664 (for all magazines, circulars, trade literature, etc.), Kaiser Strasse, Windhoek.

RUANDA URUNDI. – Mr. J. Murray, H.M. Consul, British Consulate, Boite Postale 1750, Usumbura. ('Britain, Usumbura.')

SENEGAL. – (*Name of Officer not yet known*). First Secretary (Commercial), British Embassy, Rue du Docteur Guillet, B.P. 6025, Dakar. (Tel.: 22383.)

SOMALI REPUBLIC. – L. E. L. Pyman, C.M.G., H.M. Ambassador, British Embassy, 7/8 Via Locatelli, P.O. Box 15, Mogadishu. (Tel.: 639.)

HARGEISA. – British Consulate-General, P.O. Box 2. ('Britain, Hargeisa.')

SUDAN. – Mr. D. M. Kitching, First Secretary (Commercial), British Embassy, P.O. Box 801, 3rd and 4th Floors, Block A, Plot 1, Block 1.B.E., Khartoum. ('Prodrome, Khartoum.') (Tel.: 70766.)

SYRIAN ARAB REPUBLIC. – Mr. J. C. M. Mason, First Secretary (Commercial), British Embassy, P.O. Box 37, Damascus. (Tel.: 12581.)

TOGO. – Mr. J. W. S. Corbett, D.S.O., Chargé d'Affairs and Consul, British Embassy, B.P. 892, Lome, West Africa. (Tel.: 2085.)

TUNISIA. – Mr. A. E. Farrell, Second Secretary (Commercial) British Embassy, 5 Place de la Victoire, Tunis. (Tel.: 240.259, 240.292.)

REPUBLIC OF UPPER VOLTA. – Mr. R. J. Stratton, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances, Avenue Chardy, Abidjan, Boite Postale 2581. (Tel.: 66-15 and 66-16.)

Visits Overseas by U.K. Businessmen

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Letters of Appreciation

How Overseas Posts Help U.K. Exporters

The letters quoted below have been sent by U.K. exporters to overseas posts expressing appreciation for their assistance in furthering export business. A list of British commercial representatives overseas appears on page i.

NEW DELHI

The writer wishes to express his sincere thanks for the help and hospitality extended to him during his recent visit to Delhi.

Simon Handling Engineers Ltd., Stockport

We are very pleased to state that we have heard from our clients that they have been granted an extension to their Import Licence.

This will be of great assistance to us and we should like to place on record our thanks to you for your interest and the action you took on our behalf.

W. Johnson & Sons (Leeds) Limited, Leeds

Mr. Owen Martin has told me of the very considerable help you gave him and Mr. Ranganathan during their recent visit to New Delhi, and I should like you to know how appreciative I am of your help. The showing of our film under your auspices did much to ensure a successful evening.

It is gratifying to know that representatives from companies in the United Kingdom can obtain such excellent service from your organization.

The Permutit Co. Ltd., London

KADUNA

Thank you very much for your letter.

We all here do want to thank you very much indeed for all the help that you have given us, and want you to know that we are most appreciative. Certainly, when any of us visit Kaduna we will call to see you.

Rose, Downs & Thompson Ltd., Hull

AUCKLAND

We thank you for your letter which contained names and addresses of suitable firms whom you recommend to handle our range of special purpose coal handling machines. We will be writing to them within the next few days and feel sure that business will result to the mutual benefit of our two countries. May we take this opportunity of congratulating you on the speed in which you obtained the information for us and the thoroughness in which you carried out your investigations.

Novotechnics Ltd., Letchworth

Though I was not able to take advantage of all these introductions, I am writing to you to say how much I appreciated the help I received everywhere. Wherever I called, from Nairobi through to Auckland, I was given every possible assistance, most of which had beneficial results.

I am writing this letter because I very much doubt if your overseas offices receive proper appreciation or acknowledgement for the very valuable services they render or for the exceptional courtesy and interest they show in the problems presented to them.

Tanganyika Meerschaum Corporation Ltd.

MELBOURNE

We are much obliged for your letter. On many occasions we have telephoned your office requesting information to agents, etc., and have been rewarded with prompt, courteous and accurate replies.

Permax Pty. Ltd., Melbourne

VIENNA

I refer to the various letters which you have written to us and I am quite sure you must have taken great trouble with the Australian authorities in order to achieve these remarkable results. We are most grateful to you for your endeavours and never in our experience in dealing with any Ministry did we get such entire satisfaction. You grasped the situation in a nutshell and attacked the problem as if it were your own.

Belmode Limited, Hemel Hempstead

MILAN

We would like to thank you for your letter and for the information contained therein. The first firm you mention, (Inteuropa,) has written to us, and we have replied in detail, letting them know prices, potential advertising on our part etc. We have also quoted for local packaging of the product, as this firm seem to be in a position to undertake local packaging without difficulty.

Before writing to either of the other two firms mentioned, we shall wait to hear the reactions of Inteuropa, and whether or not either of the other two firms write to us.

We would like to thank you again for your kindness and efficiency in going to so much trouble in obtaining this information for us so speedily.

The Gnomist Co., Ltd., London

BERNE

I thank you for your letter giving details of the information kindly ascertained by you in connection with the yeast trade in Switzerland. The member firm who made the inquiry through this Chamber are very pleased indeed and I have been asked to express their appreciation of the information supplied and of the work which the obtaining of it obviously involved.

Burton-upon-Trent and South Derbyshire Chamber of Commerce, Burton-upon-Trent

We have recently received through the good offices of the Machine Tool Trades Association, a report on the Swiss market for machine tools compiled by your Department. We would like to take this opportunity of expressing our appreciation of this most useful and valuable document on which it is obvious great trouble has been taken in its preparation and which is of real intrinsic value to our department concerned with foreign sales.

B. & S. Massey Ltd., Manchester

We thank you very much for your detailed letter and have noted your comments with interest. We are grateful to you for giving us examples of the prices relating to similar products and these are very enlightening.

Solo Sprayers Limited, Southend-on-Sea

WELLINGTON

Very many thanks for your full and informative letter concerning the marketing in New Zealand of the Jansa Trolley. We have now had the sample order for 2 units confirmed, and will be shipping these shortly, but the matter of trade development really hinges upon whether an import licence will be granted for future consignments.

In any event we have, through your good offices, overcome the first obstacle – that of getting a firm interested in the product – and we are indeed grateful for the trouble you have taken.

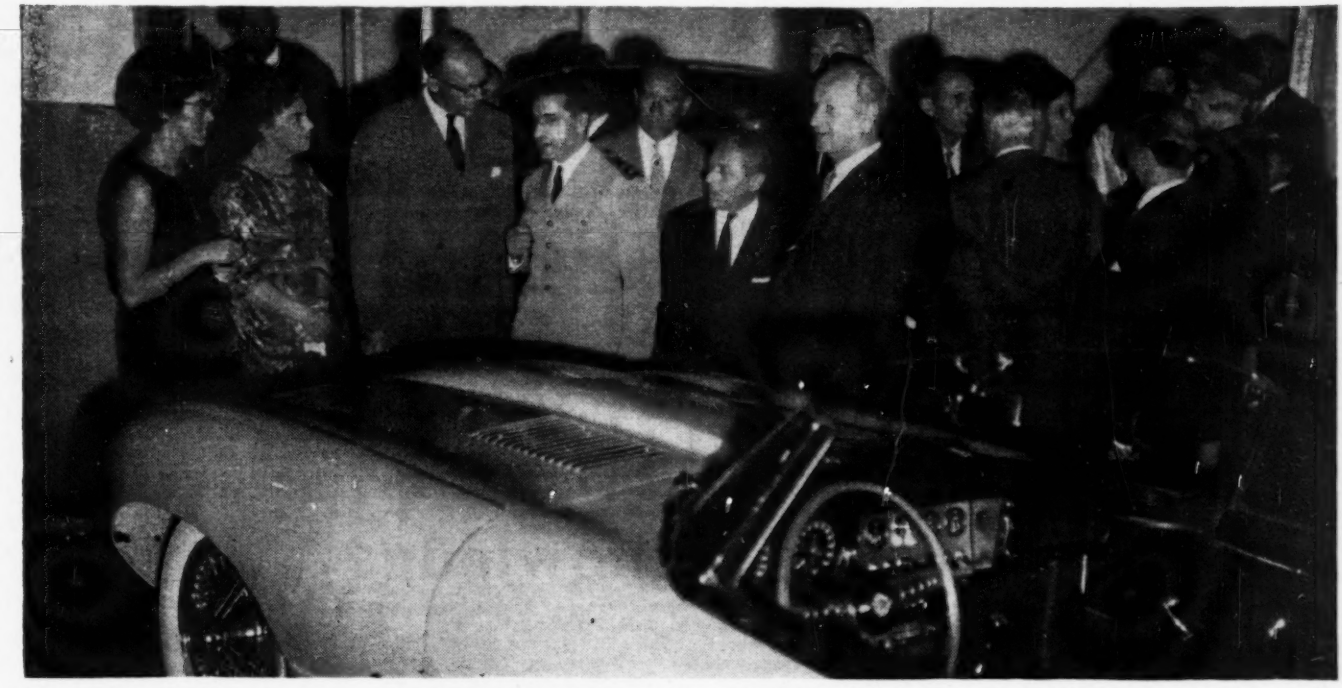
Elk Marine, London

BERGEN

We have received the first order from Messrs. Norsk Maskin og Jernvareagentur A.S. of Bergen for our Monalene Degreasing Base M and a request, which we propose to grant, that they should become our sole agents in Norway.

I would like to thank you personally for the efforts you have put in on our behalf and express my appreciation of the very comprehensive information given to us regarding this Company and your activities prior to obtaining their business.

Quadralene Chemical Products Ltd., Derby



To mark the presentation of the new Jaguar "E" type model in Casablanca, a reception was given by the firm's agent, Difma. (*Left to right*) Mr. E. B. Dawson-Moray, H.M. Consul; Colonel Driss, H. E. the Governor of Casablanca; Monsieur Elzizi, the President of the Royal Moroccan Automobile Club; Mr. J. Lumsden, H.M. Vice Consul (Commercial).

OVERSEAS OFFICERS IN ACTION

Mr. W. P. Cranston (*left*), British Economic Counsellor in Kuwait,, inspecting part of a 500 kVa transformer at the works of Foster Transformers Ltd., in London, during his stay in the United Kingdom. With him is Mr. S. A. Hunter, the firms sales director.

Above: Sir Alexander Waddell, Governor of Sarawak, North Borneo, operating a Caterpillar tractor at a ceremony to celebrate the linking of a new Serian-Simanggang road. *Below*: Mr. H. Bailey, British Senior Trade Commissioner in India, inspecting the Bombay factory of Glaxo Laboratories (India) Private Ltd.

...authoritative stamp on export knowledge...

for the exporter—the Foreign Department of District Bank, with its useful contacts with overseas markets and a wealth of helpful information, is always available for consultation.

DISTRICT BANK

LIMITED

FOREIGN DEPARTMENTS: 13 SPRING GARDENS, MANCHESTER 2
76 CORNHILL, LONDON E.C.3 2 CASTLE STREET, LIVERPOOL 2

Recent Export Achievements

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page.

Western Germany Buys TV Equipment

Riva Film and Television Studios, Munich, Germany, after extensive trials, have placed an order on E.M.I. Electronics Ltd., for four complete 4½ inch image orthicon camera channels and ancillary equipment. This is the first sales of British television studio cameras to Western Germany for six years.

Buses for Trinidad

Contracts valued at £400,000 have been placed with A.E.C. Distributors in Trinidad by Aziz Ahamad and the Princes Town Special Bus Co., for a total of 55 complete buses with bodywork by Duple Motor Bodies and five 'Reliance' chassis which will be fitted with locally-built bodies.

Roumanian Order for Electric Motors

Crompton Parkinson Ltd., has received a £100,000 order through Lyddon & Co., for 400 electric motors for a large paper mill at Calarasi, near Bucharest.

Crushing Plant for Libya

A £35,000 order for crushing plant has been received by Frederick Parker of Leicester from S.A.A.S. Co., Benghazi.

Hong Kong's Omnibus Orders

The Kowloon Motor Bus Co. (1933) Ltd., have ordered 30 specially-designed long-wheelbase A.E.C. 'Regent' Mk. V double-deck bus chassis. Aluminium sectioned bodies will be assembled and fitted in Hong Kong by The Kowloon Motor Bus Co. (1933) Ltd.

Japan Orders Farm Machines

Ernest A. Webb Ltd., of Exning, near Newmarket, have received an order from Japan for four of their Universal Steerage Hoes. This makes a total of eight of these machines to go to Japan in the last twelve months.

Electrical Equipment for Australia and Norway

Two orders obtained by the Heavy Plant Division of Associated Electrical Industries Ltd., cover germanium rectifier equipments for aluminium smelters in Australia and Norway. The orders from the Australian Electrical Industries (Pty.) Ltd., for the Bell Bay works of the Aluminium Production Corporation Ltd., of Tasmania is valued at nearly £200,000. The Norwegian order, worth £60,000, comes from A/S Ardal og Sunndal Verk.

Aircraft Hangars for Saudi Arabia

Fairmile Engineering Co. Ltd., of London, a member of the Lilleshall Organization of Shropshire, have secured an order for two aircraft hangars for Saudi Arabia.

Czechoslovakia Orders Hosiery Needles

Newton, Lansdown & Co. Ltd., of London have obtained from Messrs. Kovo of Prague, Czechoslovakia, a £25,000 order for one million hosiery machine needles. The needles are to be produced by Redditch Hosiery Needles Ltd., in Port Glasgow. It is stated that this is the first order of this magnitude for hosiery machine needles placed by Czechoslovakia in this country who until now obtained their requirements from Western Germany.

Macao Buys Electrical Plant

G.E.C. (Engineering) Ltd., of England, has received a £51,000 order for generating plant and switchgear from the Macao Electric Lighting Co. Ltd.

Diesel Alternator Sets for Mexico

An order worth over £330,000 for diesel-alternator sets for the Commission Federal de Electricidad of Mexico has been received by the Diesel Engine Division of English Electric Co. Ltd.

Television Cameras for Denmark

Danmarks Radio – the Danish State broadcasting service – has placed an order with E.M.I. Electronics Ltd., to supply four 4½ inch. image orthicon camera channels for use in the Copenhagen studios.

Within six weeks of taking over a new Government-built factory in Northern Ireland, the Tilley Lamp Company Ltd., completed a large export order for the United States of R.55 pressure paraffin radiators. Part of the consignment is seen here being got ready for despatch.

Buses for Finland

Another order for Leylands' comes from the Helsinki City Transport for a fleet of 20 single-deck bus chassis valued at over £70,000. Although this is stated to be Leyland's first bus order from Finland for some five years, the company has gained orders for over £2 million worth of diesel engines from there during that period.

Buses for Kenya

Leyland Motors Ltd., announce the receipt of a £30,000 contract from the United Transport Co. Ltd., for East Africa's first rear-engined double-deck bus and a fleet of Albion Motors' new Clydesdale buses.

Floor Surfacing Compounds for Holland

J. H. Sankey & Son Ltd., of Barking, Essex, have secured an order for approximately 50,000 sq. ft. of their 'Emerytop' top brand floor surfacing compounds, from the Holland Signaal Aparaten Factory, Hengelo, Holland. Another order for 3,500 sq. ft. has been received from a firm in Leuwarden.

Trucks for Portugal

A.E.C. Ltd., of Southall, Middlesex, announce that Portugal's co-operative transport organization, Uniao de Transportadores para Importacao e Comercio Lda., have ordered four trucks—two 'Mammoth Major' six-wheelers and two 'Monarch' medium-weight four-wheelers. This follows an order for eight vehicles placed only two weeks ago and brings the organization's demand for trucks to eighteen during the past few months.

Trucks and Trailers for Pakistan

Leyland Motors Ltd. announce that land development schemes now being carried out in Pakistan are partly responsible for contracts for trucks and trailers, worth over £250,000, placed with the Leyland Motors Group.

Television Equipment for Holland

More than 15 miles of special cable will bring wired television and V.H.F. radio programmes to some 5,000 houses in The Hague, Holland, as a result of an order for television distribution equipment placed with E.M.I. Electronics Ltd. by P.T.T. Holland, the Dutch Post and Telegraph Services.

Machine Tools for Russia

Edibrac Ltd., of Broadheath, Manchester, have received an order from Russia for the Centralok Milling Cutter with the 'throw away' tip. This cutter is said to eliminate the need for tool setting and re-grinding thus achieving a major economy in production costs. The company has also received orders from Holland, Belgium, India, New Zealand and Australia.

Overseas Trade Section

Trade and Financial Arrangements

Indonesia and Yugoslavia

THE TEXT of the Agreement on Economic Co-operation and Long-Term Trade between Indonesia and Yugoslavia, which was signed on July 29, 1961, has recently been published. The agreement will remain in force until December 1964.

It is intended that Yugoslavia will supply mainly capital goods to Indonesia including various metal products, tractors, buses and other motor vehicles, and cables and wires. Among the commodities which Indonesia will supply to Yugoslavia are rubber, copra, sisal, coffee and pepper.

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, ext. 2197) quoting reference C.R.E. 22371/53.

Tunisia and the People's Republic of China

IT HAS BEEN announced in the Tunisian *Journal Officiel* that the trade agreement between Tunisia and the People's Republic of China signed on November 30, 1960, (*Board of Trade Journal, March* 17, 1961, *page* 658) has been renewed unchanged for a further year from November 30, 1961.

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'

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Yugoslavia and Denmark

IT HAS BEEN reported that a protocol governing trade between Yugoslavia and Denmark in 1962 was signed in Belgrade on December 16, 1961.

Although the text of the protocol has not been published, it is understood that restrictions on the free marketing of most Yugoslav products in Denmark will be abolished. Products not freed from restrictions will be imported on the basis of agreed lists. It is stated that Yugoslav exports will consist chiefly of clothing, carpets, wines, fruits, leather products, footwear, motor cycles and furniture. Danish exports to Yugoslavia are to be given the same treatment as imports from other countries for which payment is made in convertible currencies.

Yugoslavia and Cuba

IT HAS BEEN reported from the British Embassy in Belgrade that a protocol governing trade between Yugoslavia and Cuba was signed in Belgrade on December 19, 1961.

The text of the protocol has not been published. It is understood, however, that it provides for Cuba to import a variety of Yugoslav industrial products, including metal manufactures, steam turbines, agricultural machinery, and pharmaceuticals, while Yugoslavia will import sugar, molasses, coffee, metal ores, and other products from Cuba.

Tunisia and Switzerland

IT HAS BEEN announced in the Tunisian *Journal Officiel* of November 21-24, 1961, that the commercial protocol between Tunisia and Switzerland signed on May 9, 1960, extending the trade agreement between the two countries signed on October 26, 1957, has been renewed unchanged for a further period of two months from November 1, 1961.

The French text of the agreement may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1.

Tunisia and India

IT WAS announced in the Tunisian *Journal Officiel* of December 5-8, 1961, that the trade agreement of October 5, 1960, has been renewed unchanged for a period of one year with effect from October 5, 1961 (see *Board of Trade Journal* of January 27, 1960).

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room, 722, Lacon House, Theobalds Road, London, W.C.1.

Address for the Republics of Dahomey, Ivory Coast and Niger

CORRESPONDENCE on commercial matters relating to the above territories should be addressed (in respect of *each* territory) as follows:

First Secretary & Consul, British Embassy, Boite Postale 2581, Abidjan, Ivory Coast, West Africa.

Parcel Post Service to The Yemen

THE POST OFFICE announced on January 27, that with effect from February 1, 1962, uninsured parcels will be accepted for transmission to the Yemen by surface route. Full particulars may be obtained at any Post Office.

New York Harbour Terminals Map

The port of New York Authority announced the release of a new edition of the 'New York Harbor Terminals Map'. The four-colour map shows the location of piers, railroad freight terminals, air terminals major arterial highways, and vehicular and ferry crossings in the central portion of New York Harbour. The reverse side shows details of twelve principal sections of the waterfront, featuring pier numbers and adjoining street approaches. Copies may be obtained from the Port Promotion Manager, The Port of New York Authority, 111 Eighth Avenue, New York 11, New York. Free.

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room 614, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 778.) Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

General (Inquiries by telephone: Chancery 4411, Ext. 738 and 771).

ARGENTINA

Construction of Paved Roads for Ministry of Works, Santa Fe. January 29. E.S.B. 329/62.
Compressor Plants for State Gas Organization. Tender documents (in Spanish) available for loan. E.S.B. 39654/61.*
Aerial Survey for Military Manufacturers Administration. February 2. Tender documents (in Spanish) available for loan. E.S.B. 464/62.*

AUSTRALIA

High Frequency Testing Equipment for Postmaster General's Department. March 22. E.S.B. 364/62.
Capstans for the Melbourne Harbour Trust. February 16. E.S.B. 363/62.

BURMA

Ticket Vending Machines for Burma Railways. February 15. E.S.B. 357/62.*
M.S. Pipes for Cement Mills. January 31. E.S.B. 272/62.*

CEYLON

Nut and Bolt Making Machine for Colombo Port Commission. February 14. E.S.B. 280/62.

Ministry of Industries (Salt Department):
Pumps. February 16. E.S.B. 344/62.
Pumps. February 16. E.S.B. 345/62.

EGYPT

Fishing Vessels and Equipment for General Egyptian Organization for Marine Wealth, February 28. E.S.B. 356/62.

Egyptian Railways:
Pneumatic Rotary Drills. February 3. E.S.B. 365/62.
Pneumatic Tools. February 15. E.S.B. 366/62.

ETHIOPIA

Cable for the Imperial Board of Telecommunications. Closing date postponed to January 31. E.S.B. 38289/61.*

GHANA

Ghana Supply Commission:
Paint. January 29. E.S.B. 321/62.*
Tyres and Tubes. February 5. E.S.B. 475/62.*.

GREECE

Calcium Carbide for The Ministry of Trade. January 30. E.S.B. 359/62.*
Pneumatic Tools for Hellenic State Railways (SEK). January 30. E.S.B. 362/62.*

INDIA

Railway Electrification Equipment for Southern Railway Calcutta. (Further information). Closing date postponed to January 31. E.S.B. 33271/61.
Sub-Station Equipment for Rajasthan State Electricity Board. February 14. E.S.B. 465/62.
Marine Equipment for Hindustan Shipyard Ltd. February 28. E.S.B. 435/62.
Drilling Equipment for Government of Rajasthan. (Further information). E.S.B. 38501/61.*
Coal Mines for Indian Iron and Steel Company. (Advance information). Closing date not known. E.S.B. 1174/62.
Steel Towers (Power Transmission Line) for Maharashtra State Electricity Board. (Further information). E.S.B. 39772/61.*
Electrical Equipment for Punjab State Electricity Board. (Further information). Tender documents now available for loan. E.S.B. 38856/61.*
Construction of Diversion Tunnels for Ramganga River Project for Ramganga Construction Circle. Closing date postponed to January 30. E.S.B. 28564/61.
Cables and Accessories for Directorate General of Supplies and Disposals. February 20. E.S.B. 453/62.
Lightning Arrester for Madras State Electricity Board. February 20. E.S.B. 294/62.*

India Supply Mission:
Line Equipment. February 27. E.S.B. 323/62/DLF.
Piping System. February 15. E.S.B. 322/62/DLF.

Atomic Energy Establishment:
Broaching Machine. February 9. E.S.B. 507/62.*
Dividing Machine. February 2. E.S.B. 502/62.*
Lathe. February 5. E.S.B. 503/62.*
Press. February 26. E.S.B. 518/62.*
Lathe. March 7. E.S.B. 525/62.*
Circular Saw Grinder. February 19. E.S.B. 513/62.*
Plate Shearing Machine. February 27. E.S.B. 519/62.*
Press Brake. March 6. E.S.B. 524/62.*
Shot Blast Rotor. March 15. E.S.B. 531/62.*
Sheet Metal Bending Roller. March 5. E.S.B. 523/62.*
Vertical Tool Shaper. February 1. E.S.B. 501/62.*

IRAQ

Sewerage Water Carrying Truck for Ministry of Health. February 18. E.S.B. 350/62.
Electrical Equipment for Ministry of Municipalities. February 2. E.S.B. 334/62.
Asphalt Laboratory Equipment for Central Foreign Purchasing Board. February 18. E.S.B. 351/62.
Sulphate of Alumina for Baghdad Water Supply. February 5. E.S.B. 353/62.
Permanent Way Equipment for Iraqi Republican Railways. February 4. E.S.B. 331/62.
Crown Corks for The Dairy Administration. closing date not known. E.S.B. 333/62.

Ministry of Defence:
Air Conditioning. February 19. E.S.B. 337/62.
Water Fittings. February 21. E.S.B. 338/62.*

Iraqi Ports Administration:
Ceiling Fans and Accessories. February 21. E.S.B.335/62.
Diesel Alternator Sets. January 31. E.S.B. 332/62.

KOREA

Marine Diesel Engines for Office of Supply. February 5. E.S.B. 447/62/ICA.*

MALAYA

Pulp and Paper Mill for Federation of Malaya Fertilizer and Paper Industrial Co-operative Society Ltd. January 31. E.S.B. 271/62.

PAKISTAN

Voltage Regulators for Posts and Telegraphs Department. January 30. E.S.B. 378/62.
Components for Carriages and Wagons for Ministry of Railways and Communications. February 26. E.S.B. 311/62.

Water and Power Development Authority:
Fire Extinguishers. January 29. E.S.B. 486/62.*
Stay-Clamps. January 30. E.S.B. 352/62.
Nuts and Bolts. January 30. E.S.B. 293/62.

Pakistan Eastern Railway:
Generating Set. February 28. E.S.B. 440/62.
Refrigeration Plant. February 28. E.S.B. 441/62.
Permanent Way Equipment. February 7. E.S.B. 442/62.
Clocks. March 6. E.S.B. 443/62.

SOUTH AFRICA

Telephone Cable for Municipal Telephone Department. February 16. E.S.B. 309/62.*

South African Railways:
Cranes. February 16. E.S.B. 455/62.*
Commutators. February 2. E.S.B. 456/62.*

SPAIN

Water Purification Plant for Bilbao Water Supply. (Further information). Closing date not known. Tender documents (in Spanish) available for loan. E.S.B. 383/62.

SUDAN

Insecticides for Sudan Gezira Board. February 3. E.S.B. 449/62.*
Construction of Superstructure of Offices for Ministry of Works. January 31. E.S.B. 457/62.

Department of Posts and Telegraphs:
Cables. January 31. E.S.B. 305/62.*
Copper Wire. February 20. E.S.B. 306/62.*
Generating Sets. February 19. E.S.B. 307/62.*

Sudan Railways:
Lathes. February 15. E.S.B. 462/62.
Linseed Oil February 8. E.S.B. 463/62.
Rolling Stock. (Further information). Copy of the drawings available for loan. E.S.B. 39168/61.*
Rolling Machine. (Further information). Tender drawing now available for loan. E.S.B. 39398/61.*
Pump. February 20. E.S.B. 452/62.
Cattletrucks. (Further information). E.S.B. 250/62.
Chlorination Apparatus. February 21. E.S.B. 461/62.

TANGANYIKA

Central Tender Board:
Shovels. February 16. E.S.B. 488/62.*
Cable. March 9. E.S.B. 489/62.*
Soap. February 16. E.S.B. 478/62.*
Axes. February 16. E.S.B. 479/62.*

THAILAND

Provincial Electricity Authority:
Circuit Reclosers. January 31. E.S.B. 430/62.
Transformers. January 29. E.S.B. 431/62.

TURKEY

Electrical Equipment for State Hydraulic Works. January 31. E.S.B. 451/62.
Flour Milling Plant for Gayret Un Fabrikasi. Closing date not known. E.S.B. 1447/62.
Hydraulic Press for Selolit Komandit Sirketi. Closing date not known. E.S.B. 1448/62/DLF.

URUGUAY

Vapour Generators for Frigorifico Nacional. Closing date postponed to March 13. E.S.B. 36308/61.

(*Continued on next page*)

Information for U.K. Exporters (*Continued*)

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1 on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Algeria
Agency inquiry for oil and natural gas equipment. (E.S.B. 973/62.)
Economic report, July-September, 1961. (C.R.E. 6324/59.)

Australia
Agency inquiry for outboard motors. (E.S.B. 39818/61.)
Inquiry – harbour development; coal handling plant and equipment. Further information. (E.S.B. 36576/61.)

Austria
Economic report, October-November, 1961. (C.R.E. 4359/61.)

Bahamas
Agency inquiry for men's hosiery. (E.S.B. 36489/61.)

Bahrain
Agency inquiry for builders' materials; furniture; pottery; hardware; cutlery. (E.S.B. 32111/61.)

Belgium
Agency inquiry for knitted outerwear; skirts; men's clothing. (E.S.B. 1076/62.)
Agency inquiry for workshop tools. (E.S.B. 1030/62.)
Agency inquiry for woollen and worsted fabrics. (E.S.B. 1339/62.)

Bermuda
Inquiry for boats; yacht equipment. (E.S.B. 39771/61.)

Brazil
Inquiry – pipeline project. (E.S.B. 39861/61.)

Canada
Agency inquiry for clothes driers; air conditioners. (E.S.B. 35385/61.)
Agency inquiry for gymnasium equipment; track shoes; football boots. Further information. (E.S.B. 845/62.)
Inquiry for women's moccasins and knitwear. (E.S.B. 39696/61.)

Ceylon
Inquiry for piece-goods; furnishing fabrics; lace; electrical wiring supplies; cutlery; stationery. (E.S.B. 16679/61.)
Inquiry for spectacle making machinery; raw materials for spectacles. (E.S.B. 39699/61.)

Czechoslovakia
Economic report, October 1961. (C.R.E. 4527/61.)
Economic report, July-September 1961. (C.R.E. 4527/61.)

Denmark
Economic report, November 1961. (C.R.E. 3029/61.)

Fiji
Agency inquiry for plastics ware. (E.S.B. 36248/61.)

Finland
Agency inquiry for cosmetics; toilet articles. (E.S.B. 1512/62.)

France
Agency inquiry for hardware. (E.S.B. 830/62.)
Agency inquiry for metallurgical products. (E.S.B. 999/62.)
Agency inquiry for industrial chemicals; raw materials for plastics. (E.S.B. 1368/62.)
Agency inquiry for plastic skeletons. (E.S.B. 879/62.)
Inquiry for camping equipment; cutlery; hand tools; household equipment. (E.S.B. 1004/62.)
Inquiry for foodstuffs. (E.S.B. 972/62.)
Market consultants. (E.S.B. 971/62.)
Economic report, November 1961. (C.R.E. 1043/61.)

France/Roumania
Trade Agreement. (C.R.E. 11834/54.)

Indonesia/Yugoslavia
Trade Agreement. (C.R.E. 22371/53.)

Iran
Market report on pharmaceuticals. (E.S.B. 34812/61.)

Iraq
Inquiry for tyres. (E.S.B. 1141/62.)
Economic report, October-November 1961. (C.R.E. 687/G.)

Israel
Inquiry for toys; camping equipment. (E.S.B. 848/62.)

Italy
Agency inquiry for surgical, medical and veterinary apparatus. (E.S.B. 1463/60.)
Inquiry for foundry machinery and materials. (E.S.B. 1455/62.)
Inquiry for foodstuffs; water softeners. (E.S.B. 39270/61.)

Germany
Agency inquiry for chemicals. (E.S.B. 1131/62.)
Inquiry for youth's outerwear. (E.S.B. 39844/61.)
Economic report, December 18, 1961-January 7, 1962. (C.R.E. 1479/G.)
Import Committee Publication, January 3, 1962 – raw hides, etc. (C.R.E. 158/62.)
Import Committee Publication, January 3, 1962 – foodstuffs. (C.R.E. 158/62.)

Ghana
Agency inquiry for motor spares and accessories. (E.S.B. 1179/62.)

Greece
Market report on radio receivers and record players. (E.S.B. 31152/61.)

Japan
Agency inquiry for machine tools. (E.S.B. 1087/62.)
Inquiry for chemical and pharmaceutical products. (E.S.B. 39721/61.)
Economic report, November 1961. (C.R.E. 2403/61.)

Jordan
Inquiry for machinery and equipment; steel; pipes; corrugated asbestos. (E.S.B. 1375/62.)

Kenya
Inquiry for confectionery. (E.S.B. 1399/61.)

Lebanon
Agency inquiry for road making machinery; ceramic tiles; sanitary articles. (E.S.B. 878/62.)
Inquiry for radio and T.V. sets; domestic electrical equipment; household appliances; wooden furniture. Further information. (E.S.B. 32146/61.)

Mexico/Indonesia
Trade Agreement. (C.R.E. 709/55.)

Morocco/Republic of Guinea
Trade Agreement. (C.R.E. 1509/G.)

Morocco/United Arab Republic
Trade Agreement. (C.R.E. 2437/G.)

Nigeria
Inquiry for hydrological equipment. (E.S.B. 39828/61.)

Pakistan
Inquiry for machinery and plant. (E.S.B. 1288/62.)

Senegal
Inquiry for oil storage reservoir. (E.S.B. 381/62.)

South Africa
Agency inquiry for hairnets; jewellery. (E.S.B. 38622/61.)

Sweden
Agency inquiry for rubber products. (E.S.B. 20181/61.)
Market report on cargo handling equipment. (E.S.B. 37668/61.)
Economic report, November 1961. (C.R.E. 1927/61.)

Switzerland
Economic report, November 1961. (C.R.E. 2838/60.)

Tunisia
Inquiry for steel reinforcing bars; red wood (timber). (E.S.B. 39554/61.)

Tunisia/Austria
Trade Agreement. (C.R.E. 8533/58.)

Tunisia/Czechoslovakia
Trade Agreement. (C.R.E. 9888/57.)

Turkey
Inquiry for electric generators; cables; pumps; machinery and plant; engines, diesel and petrol. (E.S.B. 1469/62.)

United Arab Republic (Egypt)
Economic report, November 1961. (C.R.E. 377/61.)

United States of America
Inquiry for pumps; generator sets; snow blowers; chain saws; outboard motors; lawn mowers; spraying equipment. (E.S.B. 39875/61.)
Inquiry for shaded pole motors. (E.S.B. 39865/61.)
Inquiry for steel clips. (E.S.B. 991/62.)
Inquiry for hub assemblies and spokes. (E.S.B. 39496/61.)
Inquiry for perambulators; juvenile accessories; canopies and nets. (E.S.B. 1531/62.)
Inquiry for spices and curing materials. (E.S.B. 1458/62.)

Various Countries
The United Nations Special Fund. (G.D. 141/61.)

Venezuela
Inquiry for laboratory and scientific equipment; technical educational equipment. (E.S.B. 1095/62.)

Tariff, Customs and Import Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CANADA

Tariff Board Hearing on Chemicals — Reference 120

A NUMBER of changes have been made in the Canadian Tariff since the various items were referred to the Canadian Tariff Board in connection with the inquiry into the tariff items covering chemicals.

The Tariff Board has issued a notice showing that these changes fall into the following categories:

(1) new tariff items relating to goods covered previously by items referred to the Board – the new items are 209e, 210h (this item 'Sal ammoniac skimmings) is believed to cover the goods the Minister intended the Board to study under the then existing item 345 which was referred to the Board 'with reference to sal ammoniac skimmings'), 210i and 263e in their entirety, and item 681d in so far as it relates to chemicals. The Tariff Board has announced that, under the authority conferred on it by the Minister's letters of Reference, these new items are included in its study of Reference 120;

(2) alterations to existing tariff items which may have extended the scope of the reference – these items are 208x, 791, 851 and 904a; the Board considers these items to be within the reference in their present form and in the form in which they were at the time of referral; parties may make representations on both forms;

(3) alterations to existing items which the Board does not consider to have changed the scope of the reference – these items are 208, 208z, 263d, 863, 875a, 901, 902, 907 and 914;

(4) items which have expired or been cancelled since referral, but the subject matter of which the Board considers to be still part of its study – these items are 157e, 345, 585b, 866 and 867.

Provision has been made or will be made for representations before the Board on all of the above items.

Some of the above-mentioned items have been called specifically for hearing as 'end-use' items, while the goods covered by some others have come before the Board at earlier hearings under the appropriate Brussels Nomenclature headings. These items are included in the hearings of which details are given below in order to afford a final opportunity for any representations not previously made to be made on these items in so far as they are within the terms of Reference 120.

Two of the items which have been changed, viz., 863 and 875a, are included in the hearing which is to commence on April 30, 1962, for consideration with Brussels Headings 29.39 and 29.44 respectively. Details of this hearing were given in the *Board of Trade Journal* dated July 28, 1961 (page 218). The wording of items 863 and 875a given in that notice was the revised wording. The Tariff Board has stated, however, that at the hearing commencing April 30, 1962, representations will be accepted in terms of either the revised or the former wordings or coverage of these items. The former wording was:

863 'Chemicals for use in the manufacture of cortisone or other steroid derivatives'.

875a 'Amyl acetate, calcium carbonate, casein hydrolysates, cholesterol, ergosterol, ether U.S.P., methanol anhydrous, methyl isobutyl carbinyl acetate, N-ethyl piperidine N-hexanol, procaine hydrochloride, penicillin precursors, defoaming and demulsifying agents, beef extract, corn steep liquor, soluble vegetable protein, distillers' dried solubles, and soya bean meal; all of the foregoing for use in the manufacture of antibiotics, bacteriologicals, hormone products and biologicals'.

Details of further hearings, which will be held at 219 Argyle Avenue, or at such other place in Ottawa as may be designated by the Tariff Board, and the items to be considered are as follows:

May 28, 1962

(a) The Group Headings comprising Chapter 31 of the Brussels Nomenclature in so far as they relate to goods within the scope of Reference 120 – Chemicals;

(b) the existing tariff and drawback items listed below.

(a) Brussels Nomenclature Group Heading	*Description*
31.01	Guano and other natural animal or vegetable fertilizers, whether or not mixed together, but not chemically treated.
31.02	Mineral or chemical fertilizers, nitrogenous.
31.03	Mineral or chemical fertilizers, phosphatic.
31.04	Mineral or chemical fertilizers, potassic.
31.05	Other fertilizers.

(b) Existing Tariff and Drawback Items.

NOTE: The following items were referred to the Board in their entirety. Any representations pertaining to these items, whether or not related to the Brussels headings listed above, are to be made at this time.

Tariff Item No.	*Description*
662	Fertilizers, unmanufactured, including phosphate rock, kainite or German potash salts and German mineral potash; bone-dust, charred bone and bone ash; fish offal or refuse and animal or vegetable manures. New Zealand Trade Agreement Ex Tankage.
663	Fertilizers, compounded or manufactured, n.o.p.
663a	Cyanamide or lime nitrogen. NOTE: This product came before the Board as calcium cyanamide under Brussels heading 28.58. It is assumed that all representations on this item were made under that heading. If, however, there are other representations, they may be presented for this hearing.
663b ('end-use' item)	Articles which enter into the cost of the manufacture of fertilizers, when imported for use exclusively in the manufacture of fertilizers.
Drawback Item No.	
1046	Materials. When used in the manufacture of articles entitled to entry under tariff item 663b when such articles are sold to manufacturers to be used as specified in said item.

September, 10, 1962

(a) Representations, if any, on outstanding portions of certain existing tariff items partially covered at previous hearings;

(b) sal ammoniac skimmings;

(c) representations not previously made, if any, concerning the tariff and drawback items the subject matter of which has been dealt with in previous notices or in parts (a) and (b) of this notice.

(a) Outstanding Portions of Existing Tariff Items.

1. *Item* 156 (*f*): 'Ethyl alcohol, or the substance commonly known as alcohol, hydrated oxide of ethyl or spirits of wine, n.o.p.; spirituous or alcoholic liquors, n.o.p., absinthe, arrack or palm spirit, artificial brandy and imitations of brandy, n.o.p.; cordials of all kinds, n.o.p.; mescal, pulque, rum shrub, schiedam and other schnapps; tafia, and alcoholic bitters or beverages, n.o.p., containing more than forty per cent. of proof spirit.'

This item was referred to the Board 'with reference to ethyl alcohol'. It was dealt with, in part, under Brussels heading 22.08, at the hearing commencing on June 12, 1961, but representations were not called at that time on ethyl alcohol, undenatured, of a strength less than eighty degrees Gay Lussac (or less than one hundred and forty degrees proof, Sykes hydrometer); such representations may properly be made at this hearing.

2. *Item* 208. This item covers a number of specified products, most of which have been dealt with under the appropriate Brussels headings, as indicated below. Tannic acid will be considered under Brussels heading 32.02

(*Continued on next page*)

Canada (*Continued*)

at the appropriate time. It is anticipated that after representations have been made at the hearing commencing September 10, 1962, all parties will have had an opportunity to present their views with respect to all products currently covered by this item other than tannic acid.

The following products are listed under item 208:

Product	*B.N. Headings*
Ammonium sulphate	28.38 & 31.02
Antimony salts, namely: Tartar emetic, chloride and lactate (antimonine)	28.30 & 29.16
Argols	*23.05
Arsenious oxide	28.11
Boracic acid and borax in packages of not less than twenty-five pounds weight	*25.30, 28.12 & 28.46
Bromine	28.01
Carbon bisulphide, n.o.p.	28.15
Cyanide of calcium	28.43
Cyanide of potassium	28.43
Cyanide of sodium	28.43
Cyanogen bromide	28.58
Hydrofluosilicic acid	28.13
Iodine, crude	28.01
Precipitate of copper (crude)	28.42
Sulphide of arsenic	28.15
Sulphur and brimstone, crude or in roll or flour	25.03
Tannic acid	32.02
Verdigris or sub-acetate of copper, dry	29.14

* It is not anticipated that this Brussels heading, as such, will be called for hearing at any time during the consideration of Reference 120. Representations concerning these products should, therefore, be put forward for this hearing.

3. *Items* 213 *and* 214. These items were partially dealt with at the hearing commencing September 24, 1961, under Brussels heading 29.14. At the hearing commencing September 10, 1962, interested parties should present their views concerning vinegar and any other outstanding portions of these items.

The wording of these items is:

213 'Acid, acetic and pyroligneous, n.o.p., and vinegar.
GATT:
'Ex Vinegar'.

214 'Acid, acetic, crude, and pyroligneous crude, of any strength not exceeding thirty per cent.'.

(*b*) *Sal Ammoniac Skimmings.*

Originally the Minister of Finance requested the Tariff Board to include in its study 'Item 345 with reference to sal ammoniac skimmings'. In 1958 the then existing tariff item 345 was struck out of the Customs Tariff and tariff item 210h was inserted:

'Sal ammoniac skimmings'.

Representations may be made either in terms of item 345 as referred to the Board, or in terms of existing item 210h.

(*c*) *Final Disposition of Certain Items in Reference* 120.

It is the Tariff Board's view that the hearings up to and including this one called for September 10, 1962, have provided interested parties with opportunities to make known all their views respecting certain tariff and drawback items in so far as they were referred to it by the Minister of Finance. If, however, any party considers that he has not been afforded an opportunity to present his views on these items, he should put forward his proposals and submissions for this hearing. Alternatively, he should, by July 13, 1962, give notice of the group headings under which he seeks to make further submissions.

The items are listed below in two categories:

(1) Certain items have been specifically called by number, and their wording has been given either in previous notices or elsewhere in this notice. These items are: 156 (f), 157, 158a, 208d, 208g, 208h, 208i, 208w2, 208x, 208y, 208z, 210f, 210h, 213, 214, 215a, 216i, 241, 345, 476b, 490, 662, 663, 663a, 663b, 664 (1), 809, 857, 863, 875a, 1046, and 1065.

(2) Some items have not previously been specifically called for hearing, but it is believed that the subject matter of the hearings called by previous Notices should have covered all products imported under these items. The relevant items are:

41 Salt, n.o.p., in bags, barrels and other coverings.
42 Salt, in bulk, n.o.p.
157*a* Amyl alcohol.
157*c* Isopropyl alcohol.
158 Methyl alcohol, subject to the provisions of the Excise Act, and regulations.
166 Acetone and amyl acetate.
GATT:
Ex Acetone.
Ex Amyl acetate.
207 Bicarbonate of soda.
207*a* Butyl alcohol, n.o.p.
208*a* Chloride of lime and hypochlorite of lime:
1. When in packages of not less than twenty-five pounds weight each.
2. When in packages of less than twenty-five pounds weight each.
208*b* Bisulphate of soda or nitre cake.
208*f* Fused borax, commercially or generally known as borax glass.
208*j* Nitrate of ammonia, n.o.p., and sal ammoniac.
208*k* Oxide of cobalt.
208*l* Bichloride of tin and tin crystals.
208*m* Sulphate of copper (blue vitriol).
208*n* Sulphate of iron (copperas).
208*o* Cream of tartar in crystals and tartaric acid crystals.
208*p* Phosphorus and compounds thereof, n.o.p.
208*q* Oxalic acid.
208*r* Oxide of tin or of copper.
208*s* Sulphate of zinc and chloride of zinc.
208*y* Methyl ethyl ketone, n.o.p., and isopropyl acetate.
208*w* 1. Theobromine, crude.
3. Dimethyl sulphate.
209 Potash, muriate and sulphate of, crude; saltpetre or nitrate of potash.
209*a* Potash, pearl ash and caustic potash:
1. When in packages of not less than twenty-five pounds weight each.
2. When in packages of less than twenty-five pounds weight each.
209*c* Bichromate of potash, crude; red and yellow prussiate of potash.
209*d* Potash, chlorate of, not further prepared than ground.
209*e* Potassum chloride.
(Expires December 31, 1963.)
210 Peroxide of soda; silicate of soda, dry or in water solution; bichromate of soda; sulphide of sodium; nitrite of soda; arseniate, binarseniate, chlorate, bisulphite and stannate of soda, prussiate of soda and sulphite of soda.
210*a* Caustic soda:
1. When in packages of not less than twenty-five pounds weight each.
2. When in packages of less than twenty-five pounds weight each.
210*b* (i) Batilla or soda ash.
(ii) Sal soda.
210*c* Caustic soda in solution.
210*d* Sodium, sulphate of, crude, or salt cake.
210*e* Nitrate of soda or cubic nitre.
210*g* Potassic nitrate of soda, n.o.p.
210*i* Sodium hypochlorite in solution.
(Expires December 31, 1963.)
211*a* Chloride of aluminium, or choralum.
212 Sulphate of alumina or alum cake; and alum in bulk, ground or unground, but not calcined.
215 Stearic acid, n.o.p.
216*b* Phosphoric acid.
216*c* Nitric acid, not including glass containers, when in packages weighing not more than 100 pounds.
217 Sulphuric and muriatic acid, n.o.p.
217*a* Sulphuric and muriatic acids, not including glass containers, when in packages weighing not more than 100 pounds.
218 Acid phosphate, not medicinal.
219 (i) Solutions of peroxides of hydrogen, n.o.p.
(ii) Solutions of hydrogen peroxide containing twenty-five per cent. or more by weight of hydrogen peroxide.
219*b* Formaldehyde, containing not more than fifteen per cent. of alcohol.
219*d* (1) Chloroform and ethyl chloride for anaesthetic purposes.
(2) Sulphuric ether; chloroform, n.o.p.; preparations of vinyl ether for anaesthetic purposes.
237 Isotopes, artificially produced.
264*b* Camphor, natural or synthetic, whether refined or not.
264*c* Menthol, natural or synthetic.
296*b* (2) Magnesium carbonate, basic or otherwise, excepting crude rock, n.o.p.
335 Manganese, oxide of.

Canada (*Continued*)

September 24, 1962

(*a*) *General Views Concerning 'End-Use' and Proposed New 'End-Use' Items.*

The Tariff Board will receive general representations germane to this reference concerning the nature and form of 'end-use' items. It is expected, however, that detailed representations concerning particular 'end-use' items will already have been made, or will be made, at the hearings in which the specific items are before the Board.

At this hearing the Board will also consider proposals and submissions respecting new 'end-use' items neither made nor properly to be made at any other hearing.

(*b*) *'End-Use' Items.*

At this time, the Board will also consider proposals and submissions specifically relating to the following 'end-use' items:

NOTE: Where an item has been altered since it was referred to the Board, representations may be made concerning both the present and the former content of the item.

Tariff Item No.	*Description*
157e	Isopropyl alcohol, for use in the manufacture of powdered pectin, carragheen and sodium alginate. (Expired December 31, 1957.)
208e	Cresylic acid and compounds of cresylic acid, used in the process of concentrating ores, metals or minerals, n.o.p.
208u	Xanthates and sulpho-thio-phosphoric (dithio-phosphoric) compounds, for use in the process of concentrating ores, metals or minerals.
220d	Chemical preparations, dry, compounded of more than one substance, when imported by manufacturers of fluorescent lamps or electronic tubes for use exclusively in coating the inside of fluorescent lamps or electronic tubes, in their own factories.
220f	Askarels (non-flammable liquids) for use in the manufacture of electrical apparatus. (Expires October 31, 1963.)
270	Oil for use in the concentration of ores.
296c	Magnesium carbonate, imported for use in the compounding or manufacture of rubber products.
296e	Magnesium oxide and magnesium carbonate, not further manufactured than ground, when imported by manufacturers of insulating materials for use exclusively in the manufacture of such insulating materials, in their own factories.
316b	Metallic elements and tungstic acid when imported by manufacturers for use only in their own factories in the manufacture of metal filaments for electric lamps. NOTE: This item was referred to the Board in so far as it relates to chemicals or plastics.
585b	Coke oven light oils for use in the manufacture of benzene and other related aromatic hydrocarbons. (Expired January 31, 1959.)
681d	Residues resulting from the processing abroad of uranium metal, salts or oxides of Canadian origin, for use in Canadian manufactures. (Expires January 31, 1962.) NOTE: This item is in the Reference in so far as it relates to chemicals.
805	Materials to be used as adhesives in cementing together glass sheets, when imported by manufacturers of safety or non-shatterable laminated glass, for use exclusively in the manufacture of such glass in their own factories.
851	Materials for use in the manufacture of synthetic rubber. NOTE: When this item was referred, the wording was: Materials for use exclusively in the manufacture of synthetic rubber.
866	Monoisopropanolamine for use in the manufacture of lauryl isopropanolamide. (Expired December 31, 1957.)

Proposals concerning the wording of tariff items and the rates of duty should be filed with the Tariff Board at least sixty (60) days before the date set for the public hearing to which they relate. Briefs or submissions concerning the proposals, or otherwise relevant to the subject matter of each public hearing should be filed with the Tariff Board at least thirty (30) days before the date set for the public hearing to which they relate. Three hundred (300) copies of all proposals and of all briefs or submissions should be filed with the Tariff Board.

Persons desiring to receive copies of the proposals and submissions filed for these hearings should, at least sixty (60) days before the date set for the public hearing or hearings concerned, request the Secretary of the Tariff Board to place their names on the mailing list for the hearing or hearings concerned. Mailing lists established in connection with previous notices will not be used, and only those persons who make a written request can be assured of receiving copies of the proposals and submissions for the hearing or hearings to which their request relates.

Persons who intend to be present at the public hearing or hearings should notify the Secretary of the Tariff Board at least fifteen (15) days in advance of the hearing or hearings which they propose to attend in order to ensure that accommodation at the hearing will be available.

Persons attending public hearings should take with them any notices, proposals, submissions or documents which they have already received from the Tariff Board because duplicate copies will not be available at that time.

Communications to the Tariff Board on all these matters should be addressed to the Secretary of the Tariff Board, 219 Argyle Avenue, Ottawa.

'Made in Canada' Ruling

THE FOLLOWING ruling has been made recently for Customs purposes:

Of 'a class or kind not made in Canada':

Automatic Electric Vending Machines for Cigarettes and Candy Bars.

Notes: (1) Memorandum D51-12 is superseded insofar as it concerns such machines.

(2) All cigarette vending machines and candy bar vending machines are now of a class or kind not made in Canada.

(Ruling effective January 5, 1962).

The above information is contained in Canadian Department of National Revenue Memorandum, Series D51-12-1, dated January 5, 1962.

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UNITED STATES

Internal-Revenue Tax on Imported Brandied Cherries

THE UNITED STATES Bureau of Customs have announced that they are considering changing the internal-revenue tax on the following imported Brandied Cherries: (1) in syrup containing more than 12 per cent. of alcohol by volume; (2) in syrup containing 12 per cent. of alcohol by volume and a solids content (mostly sugar) of less than 60 grams per 100 ml.; (3) in syrup containing less than 12 per cent. alcohol by volume and a solids content which, expressed in grammes per 100 ml., is numerically less than five times the percentage of alcohol by volume, or in any case, solids of less than 25 grammes per 100 ml.

At present internal-revenue tax is not charged on imports of these cherries but the Bureau believe that they are properly subject to the tax on imported distilled spirits under section 5001 of the Internal Revenue Code of 1954 at the rate of $10.50 a proof gallon of syrup content or wine gallon of syrup content when below proof. Consideration will be given to any relevant data, views or arguments pertaining to assessment of the tax on this merchandise which are submitted in writing to the Bureau of Customs, Washington 25, D.C., by February 5, 1962.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Branch), Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2856).

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DOMINICAN REPUBLIC

Restrictions on Trade with Other American Countries Removed

AT THE meeting of the Organization of American States on January 4, it was decided that the restrictions on trade between members and the Dominican Republic should be removed. The United States have subsequently announced their intention to allow larger imports of sugar from the Republic.

PERU

Import of Pharmaceutical Materials

THE PERUVIAN Ministry of Development and Public Works has published a list of raw and semi-manufactured materials on which Peruvian pharmaceutical manufacturers may, in approved instances, obtain exemption from import duties.

A copy of the list and the Ministry's announcement – in Spanish – may be seen at the Export Services Branch, Board of Trade, Lacon House (Room 729), Theobalds Road, London, W.C.1.

COSTA RICA

Customs Tariff Surcharges

A NOTICE published in the *Board of Trade Journal* on September 22, 1961 (page 649) referred to the introduction of a customs surcharge of 50 per cent. on goods in List 'C.' Decree No. 2882 of November 17, published in the Costa Rican *Official Gazette* of November 18, reduces this surcharge to 30 per cent. from the date of publication of the Decree.

BRAZIL

Import Procedure

THE BRAZILIAN Superintendency of Money and Credit, in accordance with the decision taken at its meeting on December 15, 1961, resolved to reduce on January 1, 1962, from 150 per cent. to 140 per cent., and thereafter by monthly amounts of 10 per cent., the deposit established by Item II (b) of Instruction No. 204 published in the *Board of Trade Journal* on March 31, 1961, page 786 and increased by Instruction No. 218 (see *Board of Trade Journal* of October 20, 1961, page 843).

Conversion Rate for Import Duties

H.M. EMBASSY at Rio de Janeiro reports that the conversion rate for the fiscal dollar, used for the calculation of *ad valorem* custom duties, will be 308.67 Cruzeiros to the United States dollar during January. The previous rate was 310.77 to the dollar (see *Board of Trade Journal* of December 15, 1961).

CHILE

Import Control

THE CHILEAN MINISTRY of Finance in Decree to. 41 of January 9, 1962, has published a list of some 700 items, including consumer goods, some raw materials, vehicles, machinery and industrial equipment which may not now be imported unto the Central Zone of Chile. It is understood that transactions either covered by import deposits or registered with the Central Bank of Chile before January 9 will not be affected. A list of the items, in Spanish, may be seen at the Export Services Branch, Board of Trade, Room 729, Lacon House, Theobalds Road, London, W.C.1, and an English translation will be published as soon as possible.

Imports into the Free Zones of Chile are affected by Law No. 14824 of January 12, which will be published as soon as details are available.

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ARGENTINA

Modifications to Import Lists

H.M. EMBASSY at Buenos Aires report the publication of Argentine Government Decree No. 9792 of October 30, 1961, which modifies as follows the lists attached to Decree No. 5439/59 (see *Board of Trade Journal* of May 29, 1959, page 1278):

Include in List No. 2 (20 per cent. surcharge) **Tariff No. 4317:**

'Bases for development, (Bases de desarrollo) (? Colour couplers), diazotized or not, in the free state or as a salt.'

Delete from List No. 2 (20 per cent. surcharge) the following items under Tariff No. 4317:

Powder having characteristics of a diazo azoic component in the form of stabilized diazonium salt, which is not registered in the Colour Index (sal de negro solido B.T.L.).
5-Chloro-2-phenoxyaniline hydrochloride (base for Solid Red F.G.).
Powder having characteristics of the diazo azoic component 35 – Ci No. 37255 in the form of stabilized diazonium salt (sal de azul variamina).
Powder having characteristics of the diazo azoic component 4 – No. 37210 as a base (base de granate solido G.B.C.).
Powder having characteristics of the diazo azoic component 7 – No. 37.030 as a base (Base de anaranjado solido R).
Powder having characteristics of a diazo azoic component in the form of a stabilized diazo compound (Sal de ofna-pear RRA).
Powder having characteristics of the diazo azoic component 40 – CINO. 37170 in the form of stabilized diazonium salt (sal de burdeos solido B.D.).
Powder having characteristics of the diazo azoic component in the form of diazonium salt, stabilized, not registered in the Colour Index Edition 1956 (Sal de violeta solido F).
Powder having characteristics of the diazo azoic component 37 – No. 37.035 as a base (Base for Solid Red G.G.).
Powder having characteristics of the diazo azoic component 6 – No 37025 as a base (Base de anaranjado solido G.R.).
Powder having characteristics of the diazo azoic component 9 – No. 37.040 as a base (Base de rojo solido 3 GL).
Powder having characteristics of the diazo azoic component in the form of a stabilized compound (Sal de Ofna perla BOA).
Powder having characteristics of the diazo azoic component 25 – No. 37.151 as a base (Base rojo solido SW especial).
Powder having characteristics of the diazo azoic component in the form of stabilized diazonium salt (Sal de Burdeos BRH).
Powder having characteristics of the diazo azoic component 3 – No. 37.010 as a base (Base de scarlata solido GGS).
Powder having characteristics of the diazo azoic component 32 – No. 37.090 in the form of hydrochloride of the base (Base do rojo solido KB).
Powder having characteristics of the diazo azoic component 1 – No. 37.135 in the form of stabilized diazonium salt (Sal de Burdeos solido GP).
Powder having characteristics of the diazo azoic component 5 – No. 37.125 as a base (Base de rojo solido B).
Powder having characteristics of the diazo azoic component 47 – No. 37.250 in the form of stabilized diazonium salt (Sal de azul variamina FGC).
Powder having characteristics of the diazo azoic component 46 – No. 37.080 in the form of hydrochloride of the base (Base de escarlata solido TR).
Powder having characteristics of the diazo azoic component 41 – No. 37165 in the form of stabilized diazonium salt (Solid violet salt B).
Powder having characteristics of the diazo azoic component 42 – No. 37150 as a base (Solid red base ITR).
Powder having characteristics of the diazo-azoic component 16 – No. 37045 in the form of stabilized diazonium salt (Solid orange salt GGD).
Powder having characteristics of the diazo azoic component 1 – No. 37315 as a base (Solid Bordeaux salt GP).
Powder having characteristics of the diazo azoic component 49 – No. 37050 in the form of stabilized diazonium salt (Solid orange salt RD).
Powder having characteristics of the diazo azoic component 12 – No. 37105 as a base (Solid scarlet base G).
Powder having characteristics of the diazo azoic component 13 – No. 37130 as a base (Solid Scarlet base RC).
Powder having characteristics of the diazo azoic component 13 – No. 37130 in the form of stabilized diazonium salt (Solid Scarlet salt R).
Dark reddish powder having characteristics of a diazo azoic component in the form of stabilized diazoic compound (Sal de ofna pearl SRB).

Tariff No. 4362 – Barium sulphate, carbonate, hydroxide and nitrate, pharmacopoeia standard only.

The text of this item in List No. 3 (40 per cent. surcharge) is hereby modified to read as follows:

Barium sulphate, hydroxide and nitrate, pharmacopoeia standard only.

Include in List No. 5 (150 per cent. surcharge) **Tariff No. 4362** – Pure barium carbonate.

Tariff No. 1741 bis. – Cedar wood cut in small boards, sizes not less than 5·5 mm. thick, 50 mm. wide and 180 mm. long.

The wording of this item in List No. 4 (100 per cent. surcharge) is hereby modified to read as follows:

Cedar wood cut in small boards, sizes not less than 5 mm. thick, 50 mm. wide and 180 mm. long.

Tariff No. 1750 – Larch wood cut in small boards, sizes not less than 5·5 mm. thick, 50 mm. wide and 180 mm. long.

The wording of this item in List No. 4 (100 per cent. surcharge) is hereby modified to read as follows:

Larch wood cut in small boards, sizes not less than 5 mm. thick, 50 mm. wide and 180 mm. long.

(*Continued on next page*)

ESTABLISHING AN INDUSTRY IN AUSTRALIA?

Australia and New Zealand Bank have produced this 70-page book to assist manufacturers who may be considering the possibilities of extending their operations to Australia. Among the subjects given detailed examination are: market potentials, tariff protection, power supplies, taxation, company formation and local regulations.

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Argentina (*Continued*)

Imports of Fuel

H.M. EMBASSY at Buenos Aires also report that in order to limit imports the following fuels have been transferred from List No. 1 (free of surcharge) to List No. 2 (20 per cent. surcharge):

Aviation spirit.
Liquefied gas.
Diesel oil.
Gas oil.
Kerosene.
Crude oil.
Mineral lubricating oils for blending (including vegetable oils and compounded, excluding finished oils).
Coal.

The Ministry of Economy jointly with the Secretaries of Finance and Power and Fuel is empowered to fix six monthly quotas for imports of these products free of surcharges, however, allocating quantities to be imported by each firm during the period. This control will become effective as from February 3.

Imports of Cigarettes

IT IS REPORTED that a Decree has recently been issued which reduces the surcharge on imports of cigarettes to Argentina from 150 per cent. to 20 per cent. for a trial period up to June 30, 1962. The object is to counteract smuggling.

'Which?'

The first of the Consumers' Association Ltd's quarterly Car Supplements to 'Which?' in January reports on exhaustive, comparative tests of eight popular cars. The report (40 pages in addition to the usual 32 pages of the monthly issue of 'Which?') is available only to members who have specially subscribed to it. The January 'Which?' also reports on tomato soup, laxatives, scale removers and milk savers. Inquiries to Consumers' Association, 14 Buckingham Street, London, W.C.2.

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AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL:		
Cleaning appliances, operating on the ultrasonic principle		
Meters, direct current, ampere hour discharge or charge rating, motor actuated type		
MACHINERY AND APPLIANCES, ETC.:		
Paper-finishing, paper-cutting and paper-folding (not including extra knives, unless otherwise expressly indicated), viz.:		
Shredding machines including knives therefor	449 (A) (1)	Free
PIECE-GOODS, not otherwise classifiable under Tariff Item 107 (D):		
Impregnated but not coated with resins of the vinyl or vinylidene types, otherwise classifiable under Tariff Item 105 (H) (3) or 107 (C) (2), for use in a factory in the manufacture of roller blinds of the types installed inside houses or offices, under security		

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
CLAMPS OR CRAMPS except the following, viz.: Of types used with 'V' blocks, 'C', 'G', bar, sash, joiners, coachbuilders', piano-makers' sliding, cloth, end bench, bicyclemakers' tube, saw brazing, floor, toggle, fretwork, quick action, and cramp heads. English or American pattern		
ELECTRICAL:		
Insulators suitable for use at voltages exceeding 38,500, for use in the manufacture of switchgear or transformers rated for use at voltages exceeding 38,500, under security		
MACHINERY AND APPLIANCES, ETC.:	449 (A) (1)	Free
Book-binding and book-making, viz.: presses, blocking and gilding		
Metal-working, viz.: stamping dies for parts for watches		
MATERIALS IN THE PIECE, other than materials wholly of felt, for use as printers' blankets, under security		
METALS:		
Iron and steel:		
Steel:		
Plates, plain, 7/16 inch or over in thickness, 86½ inches or over in width and exceeding 90 inches in length		
PAPER AND PAPERBOARD:		
Paper, otherwise classifiable under Tariff Item 334 (G) (6) (b), for corrugating, under security	334 (G) (6) (a)	£19 per ton
PARALLELS ADJUSTABLE, tool steel hardened and ground, being precision tools for use in engineering tool-room workshops	449 (A) (1)	Free

(*Continued on page* 122)

Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

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Australia (*Continued*)

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
BINDINGS, furniture, except of leather or leathercloth	107 (D) and 124	Various
SEAMINGS, not exceeding 1½ inches in width, for boots, shoes or slippers		
STRAPPINGS, back, not exceeding 1½ inches in width, for boots, shoes or slippers		

New Period By-laws

The following goods will be admitted under By-law provided they are entered as set out in the first column. Where in this By-law security is imposed as a condition subject to which Tariff Item 409 (B) (1) applies to goods or to goods included in that class or kind of goods such condition may be waived in circumstances and subject to conditions approved by the Collector.

GOODS FOR USE IN CONNECTION WITH THE 7TH BRITISH EMPIRE AND COMMONWEALTH GAMES imported by overseas competitors (either as individuals or as a team) and their attendants, officers and members of the British Empire and Commonwealth Games Federation and members of National Associations affiliated to the British Empire and Commonwealth Games Federation, persons designated by those bodies to act in official capacities in the administration of the Games and representatives of overseas publications, news, photographic, broadcasting and television organizations duly accredited by their country's British Empire and Commonwealth Games Association, provided that this concession may be limited to such quantities of goods as the Collector considers reasonable and provided further that the Collector may require security for payment of duty on any such goods that are not used for the purpose for which imported and are not re-exported within six months of the conclusion of the Games. Operative on February 1, 1962, and ceasing to operate after December 31, 1962	409 (B) (1)	Free

Period By-laws to be Continued

The following goods will continue to be admitted under By-law provided they are entered as set out in the first column:

RUBBER, INCLUDING LATEX, NATURAL AND SYNTHETIC; SILICONE RUBBER:		
Raw; reclaimed; waste:		
Goods otherwise classifiable under Tariff Item 330 (A) (2), provided the goods are entered for home consumption on or before January 31, 1962	330 (A) (1)	Free
Compounded:		
Goods otherwise classifiable under Tariff Item 330 (B) (2), provided the goods are entered for home consumption on or before January 31, 1962	330 (B) (1)	¼d per lb. provided that for liquid latex duty shall be assessed on the rubber content.

Specific rates are shown in Australian currency £A125 = £ Sterling 100.

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
Directory of Board of Trade Departments and Their Work	8 Apr. 1960
British Commercial Representatives Overseas	20 Oct. 1961
Board of Trade Departments	30 Sept. 1960
Board of Trade, Regional Controllers	15 Sept. 1961
E.C.G.D. Local Offices	14 July 1961
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	16 June 1961
U.S. Consular Offices in the U.K.	21 July 1961

Reprints of the 'Directory of Board of Trade Departments and Their Work' are obtainable from H.M. Stationery Office, price 1s. 0d. (by post 1s. 2d.).

SARAWAK

New Customs Tariff

THE SARAWAK GOVERNMENT *Gazette Extraordinary* of November 27, 1961, contains a copy of the Customs (Import and Export) Duties Order, 1961, which revokes the Customs (Import and Export) Duties Order (which was published in the *Board of Trade Journal* of January 10, 1948, page 83) and all subsequent amendments to it. The First Schedule to the Order, which lists the dutiable goods and the General and Preferential Tariff rates applicable to them, is reproduced in full below. It should be noted that the new Schedule differs from the old one in a number of details.

Import Duties

Item No.	Article	Unit	General Tariff	Preferential Tariff
			$	$
1	Alcoholic beverages:			
	(a) Sparkling wines not exceeding 42% proof spirit	per gal.	33·75	33·75
	(b) Still wines exceeding 26% but not exceeding 42% proof spirit	per gal.	15·00	15·00
	(c) Still wines not exceeding 26% proof spirit	per gal.	7·50	7·50
	(d) Ale, beer, stout, cider and perry	per gal.	3·30	3·30
	(e) Brandy, whisky, rum and gin:			
	(i) not hereinafter provided for	per pf. gal.	56·60	56·60
	(ii) imported in bottles and accepted by the proper Officer of Customs as not exceeding 81% proof spirit	per gal.	39·60	39·60
	(f) Toddy, arrack, saki, pineapple spirit and Samsu including medicated Samsu:			
	(i) not hereinafter provided for	per pf. gal.	27·00	27·00
	(ii) imported in bottles and accepted by the proper Officer of Customs as not exceeding 81% proof spirit	per gal.	18·90	18·90
	(g) Bitters and liqueurs not exceeding 100% proof spirit	per gal.	56·60	56·60
	(h) Any other alcoholic beverage, n.e.s.	per pf. gal.	56·60	56·60
2	Arms and ammunition:			
	(a) Rifles and guns	per barrel	20·00	20·00
	(b) Pistols and revolvers	each	3·00	3·00
	(c) Cartridges loaded or empty	per 1,000	10·00	10·00
	(d) Air gun pellets	per 1,000	·50	·50
	(e) Spare parts and accessories	*ad val.*	15%	15%
3	Brushes and brooms	*ad val.*	10%	10%
4	Candles and tapers	*ad val.*	10%	10%
			$	$
5	Cigarette lighters	each	·50	·50
6	Cigarettes including paper and filter tips	per pound	8·30	8·30
7	Cigars and cheroots	per pound	13·00	13·00
8	Coffee:			
	(a) beans	per pound	·15	·15
	(b) roasted, including ground	per pound	·20	·20
9	Cosmetics and perfumery, essential oils, essences and flavouring materials other than those used in the processing of food and drink	*ad val.*	30%	30%
10	Cutlery, including forks and spoons	*ad val.*	10%	10%
			$	$
11	Electric lamps:			
	(a) Torchlight, flashlight and similar bulbs	each	·02½	·01
	(b) Others (including fluorescent tubes but excluding bulbs for use on vehicles)	*ad val.*	25%	10%
12	Electric torch batteries	*ad val.*	25%	10%
			$	$
13	Fireworks and firecrackers (including the immediate wrapper)	per pound	·30	·30
14	Furniture and fittings, n.e.s.	*ad val.*	25%	10%
15	Glassware (domestic)	*ad val.*	15%	15%
			$	$
16	Holloware, domestic and industrial:			
	(a) Cast iron	per pound	·04	·04
	(b) Tinned or galvanized	per pound	·08	·08
	(c) Enamelled	per pound	·12	·12
	(d) Aluminium	per pound	·24	·24
	(e) Other	*ad val.*	15%	15%
17	Jewellery and gems, real and imitation	*ad val.*	15%	15%
18	Joss sticks and paper, including incense wood	*ad val.*	10%	10%
19	Lamps and lanterns other than electric	*ad val.*	10%	10%
20	Machinery, plant, apparatus:			
	(a) Office machinery and equipment and parts thereof	*ad val.*	10%	10%
	(b) Lawn mowers	*ad val.*	10%	10%
	(c) Electrical and wireless apparatus, component parts and accessories thereof, but excluding dynamos and industrial electric motors	*ad val.*	25%	10%
	(d) Refrigerators, parts and accessories thereof	*ad val.*	25%	10%
	(e) Machinery, n.e.s.:			
	(a) Sewing machines:			
	(i) Domestic hand	per head	20·00	20·00
	(ii) Domestic treadle	per head	30·00	30·00
	(iii) Other	*ad val.*	15%	15%
	(iv) Spares and accessories	*ad val.*	15%	15%
	(b) Weighing and measuring machines	*ad val.*	15%	15%
	(c) Outboard motors	*ad val.*	5%	5%
	(d) Engines for marine and industrial use excluding engines imported as an integral part of machinery	*ad val.*	7½%	7½%
			$	$
21	Matches:			
	Containers with not more than 100 matches	per container	·02	·02
	For every additional 50 matches or part of 50 matches over 100 matches in a container an additional duty of	per container	·01	·01
22	Medicinal and pharmaceutical preparations, drugs, herbs and natural remedies and similar products	*ad val.*	5%	5%
23	Metals and manufactures thereof including composite goods mainly of metal but excluding agricultural and artisans' tools	*ad val.*	15%	15%
24	Musical instruments and accessories including gramophones, gramophone records and needles	*ad val.*	15%	15%
			$	$
25	Non-alcoholic beverages:			
	(a) Aerated fruit and mineral waters	per gal.	·25	·25
	(b) Fruit and vegetable juices	per gal.	·20	·20
	(c) Others (including cordials and concentrated fruit juices)	per gal.	·50	·50
26	Old Newspapers	per pound	·02	·02
27	Paints:			
	(a) Distempers	per pound	·05	·05
	(b) Others (including lacquers, enamels, varnishes, compositions and similar preparations)	per pound	·10	·10
28	Paper, pulp and manufactures thereof including bags and containers, printing and wrapping paper, but excluding newsprint	*ad val.*	10%	10%
			$	$
29	Petroleum products:			
	(a) Petrol	per gal.	·50	·50
	(b) Kerosene	per gal.	·50	·50
	(c) Diesel oil	per gal.	·20	·20
	(d) Gas oil	per gal.	·20	·20
	(e) Fuel oil	per gal.	·15	·15
	(f) Lubricating oil	per gal.	·50	·50
	(g) Lubricating grease	per pound	·15	·15
30	Photographic and cinematographic equipment and materials	*ad val.*	20%	20%
31	Plastic goods and materials other than wearing apparel	*ad val.*	10%	10%
			$	$
32	Playing cards of all kinds	per pack	·50	·50
33	Pottery and porcelain	*ad val.*	10%	10%
34	Provisions:		$	$
	(a) Milk and cream, fresh, condensed, dried, powdered or in any other way preserved	per pound	·04	Free
	(b) Butter	*ad val.*	5%	5%
			$	$
	(c) Confectionery:			
	(i) Chocolate	per pound	·30	·30
	(ii) Sugar	per pound	·15	·15
	(iii) Others, including sweet biscuits	*ad val.*	5%	5%
			$	$
	(d) Sharks fins	per pound	·50	·50

(*Continued on next page*)

NOTICE

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff Customs and Import Regulations of Overseas Countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

Sarawak *(Continued)*

Item No.	Article	Unit	General Tariff	Preferential Tariff
			$	$
	(e) Fresh fruit and nuts, excluding oil nuts	per pound	·04	·04
	(f) Dried fruit, including dehydrated fruits	per pound	·04	·04
	(g) Preserved and canned fruit	per pound	·05	·05
	(h) Jams, jellies, pulps and pastes, honey, syrup and treacle	*ad val.*	10%	10%
	(i) Cocoa powder, malted milk compounds and mixtures, e.g. Milo, Ovaltine, etc.	*ad val.*	10%	10%
			$	$
	(j) Birds' nests	per pound	·60	·60
35	Rope and cordage	*ad val.*	10%	10%
			$	$
36	Rubber tyres and tubes, including synthetic			
	(a) Bicycle tyres	each	·80	·20
	(b) Bicycle tubes	each	·40	·10
	(c) Re-imported retreaded tyres	*ad val.*	25%	10%
			$	$
	(d) Others, including flaps	per pound	·75	·30
37	Saccharin	per pound	3·00	3·00
38	Soap:			
	(a) Toilet	per pound	·25	·25
	(b) Synthetic	per pound	·20	·20
	(c) Other	per pound	·10	·10
39	Stationery and stationery supplies including pens and pencils	*ad val.*	10%	10%
			$	$
40	Sugar	per pound	·01½	·01½
41	Tea	per pound	·10	·10
42	Textiles and wearing apparel:			
	(a) Floor covering and tapestries:			
	(i) of wool	*ad val.*	10%	10%
	(ii) of cotton	*ad val.*	10%	10%
	(iii) n.e.s.	*ad val.*	10%	10%
			$	$
	(b) Piece-goods:			
	(i) Suitings:			
	(a) made of wool or wool substitutes and mixtures thereof	sq. yd.	·60	·60
	(b) other	sq. yd.	·40	·40
	(ii) Drill	sq. yd.	·16	·16
	(iii) Cotton sheeting:			
	(a) Bleached or dyed in the piece	sq. yd.	·08	·08
	(b) Unbleached	sq. yd.	·06	·06
	(iv) Others, excluding textiles, containing silk, linen or wool but including sarongs:			
	(a) printed or colour woven	sq. yd.	·12	·12
	(b) bleached or dyed in the piece	sq. yd.	·10	·10
	(c) Jumpers, cardigans, sweaters and pullovers, jerseys and similar garments	each	·40	·40
	(d) Shirts and blouses:			
	(i) made of woven cloth	each	·30	·30
	(ii) others	each	·20	·20
	(e) Underwear and nightwear, including pyjamas, vests, singlets, pants and similar garments	each	·20	·20
	(f) Socks and stockings:			
	(i) Stockings made of wool, nylon, silk, artificial silk, including mixtures of the same	doz. pair	6·00	6·00
	(ii) Stockings made of cotton	doz. pair	2·00	2·00
	(iii) Socks made of wool or nylon, including mixtures of the same	doz. pair	2·00	2·00
	(iv) Others	doz. pair	1·00	1·00
	(g) Hats and caps:			
	(i) made of felt	each	·32	·32
	(ii) Others	each	·16	·16
	(h) Footwear:			
	(i) Slippers	per pair	·40	·40
	(ii) Boots, shoes and sandals of which the soles are made of rubber and the uppers of:			
	(a) leather	per pair	1·00	1·00
	(b) canvas	per pair	·24	·24
	(c) other textile materials including coated canvas	per pair	·40	·40
	(iii) Wooden clogs	per pair	·10	·10
	(iv) Made of leather, n.e.s.	per pair	1·50	1·50
	(v) Others	per pair	·40	·40
	(i) Blankets, rugs and coverlets:			
	(i) Made of wool or mixtures containing wool	each	2·00	2·00
	(ii) Cotton	each	·50	·50
	(iii) Others	*ad val.*	15%	15%
			$	$
	(j) Trousers made of material not containing wool or wool substitutes:			
	(i) Long	per pair	·80	·80
	(ii) Others	per pair	·40	·40
	(k) Apparel for babies	*ad val.*	15%	15%
	(l) Cotton yarn	*ad val.*	5%	5%
	(m) Thread made of cotton, linen, ramie, silk, artificial silk, nylon, including mixtures of the same	*ad val.*	5%	5%
	(n) Any other textiles or textile goods and apparel, whether made up or not	*ad val.*	15%	15%
43	Timber, veneer sheets of wood and plywood	*ad val.*	15%	Free

(Continued on next page)

EXPORT DRIVE

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Sarawak (*Continued*)

Item No.	Article	Unit	General Tariff	Preferential Tariff
44	Tobacco:		$	$
	(a) Unmanufactured	per pound	4·00	4·00
	(b) Manufactured, imported in containers of any kind for retail sale to the public	per pound	8·00	8·00
	(c) Others	per pound	4·50	4·50
45	Toys and games	*ad val.*	15%	15%
46	Travel goods, purses, handbags, pocket-books and wallets	*ad val.*	15%	15%
47	Umbrellas:		$	$
	(a) Paper-covered	each	·10	·10
	(b) Others	each	·60	·60
48	Vacuum flasks	*ad val.*	10%	10%
49	Vehicles, parts and accessories therefor:			
	(a) Motor cycles	*ad val.*	25%	10%
	(b) Tractors	*ad val.*	15%	Free
	(c) Earthmoving equipment	*ad val.*	15%	Free
	(d) Other motor vehicles	*ad val.*	25%	10%
	(e) Spare parts and accessories for motor vehicles, excluding tyres and tubes	*ad val.*	25%	10%
	(f) Bicycles, tricycles, parts and accessories therefor, excluding tyres and tubes	*ad val.*	20%	5%
	(g) Vehicles, n.e.s., parts and accessories therefor, excluding tyres and tubes	*ad val.*	25%	10%
50	Watches and clocks, parts and accessories therefor	*ad val.*	10%	10%
51	Waxes and polishes	*ad val.*	15%	15%

Exemption from Payment of Import Duty

THE SARAWAK GOVERNMENT *Gazette Extraordinary* of November 27, 1961, also contains a copy of the Customs Duty (Exemptions) Order, 1961, which revokes the earlier Order.

A copy of this Order, which lists the goods which are exempt from import duty, may be seen at Export Services Branch, Board of Trade, Room 541, Lacon House, Theobalds Road, London, W.C.1.

JAPAN

Further Liberalization of Imports

THE JAPANESE Ministry of International Trade and Industry has announced that with effect from December 21, a number of items were added to those which may be imported under the Automatic Approval System and the Automatic Fund Allocation System. Licences are issued freely under both these systems. It is stated that the relaxation raises the proportion of imports liberalized from 68 per cent. to 70 per cent.

Lists showing all items subject to the Automatic Approval and Automatic Fund Allocation Systems may be examined at Export Services Branch, Board of Trade, Room 724, Lacon House, Theobalds Road, W.C.1. (Telephone: Chancery 4411, Extn. 340).

CEYLON

Imports of Carpets and Rugs

THE BRITISH Trade Commissioner in Colombo has reported by cable that an individual import licence is now required for the importation from any source of carpets and rugs (all types), made of any material. Imports of these goods on General Import (Textiles) Licences or on General Import Licences are not now permitted. All outstanding orders should be cancelled immediately. No licences will be issued for the importation of these goods.

IMPORTANT NOTICE RE CERTIFICATES OF ORIGIN

Republic of South Africa

A revised Certified Invoice (officially known as No. S.45) is required under South African Government Notice No. 1001 dated November 19, 1961. The new Form is now in stock and bears our Ref. No. 1812 (Revised 1961). We understand that the South African Customs Dept. will accept the old Forms in respect of goods arriving in South Africa before May 17, 1962.

European Free Trade Association:

Certificates of Origin No. 1.b.

This declaration may be used where different articles on the Invoice qualify under different criteria of origin, but may also be used in cases where all articles on the invoice qualify under the same criterion. It therefore follows that this new Form may be used in place of No. 1.a.

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INDIA

Import Duties Modified

UNDER G.S.R. 1484 (Customs 142) dated December 17, 1961, the Government of India exempts tractors and parts thereof, when imported into India solely for agricultural purposes, from the whole of the customs duty, provided that:

> 'The importer by the execution of a bond in such form and in such sum as may be prescribed by the Customs-Collector, binds himself to pay on demand, in respect of such tractors and parts as are not proved to the satisfaction of the Customs-Collector to have been used for the aforesaid purposes, an amount equal to the duty leviable on such tractors and parts but for the exemption contained therein.'

Ban on Imports of Beta-Naphthylamine

UNDER Public Notice No. 136-ITC(PN)61, the Government of India invites the attention of the trade to item No. 71 of List II of Appendix 40 and para. 9 of the same Appendix to the Import Trade Control Red Book for the October, 1961-March, 1962, and earlier periods in terms of which the import of Beta-Napthylamine has been allowed as Dyes intermediates and also as Fast Colour base under the trade name of Fast Scarlet B Base against import licences issued for Coal Tar Dyes falling under Serial No. I-B of Part III and also as Chemical against licences issued for Chemical N.O.S. falling under Serial No. 22 of Part V of the Import Trade Control Schedule.

It is notified for the information of the trade that Beta-Naphthylamine having been found to be a health hazard, it has been decided to ban its import. The import licences granted for Coal Tar Dyes or Chemicals to Established Importers/Actual Users, etc., and/or under the Export Promotion Scheme or otherwise during the current period or even in earlier licensing periods will not, therefore, be valid for the import of Beta-Naphthylamine in any form and manner. The cases where firm orders have already been placed on foreign suppliers against irrevocable Letters of Credit will, however, be considered on merits by the licensing authorities concerned.

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MAURITIUS

Customs Tariff Amended

THE MAURITIUS *Government Gazette* of November 4, 1961, contains copies of the Customs Tariff (Amendment No. 2) and (Amendment No. 3) Ordinances, 1961, which amend the First Schedule to the Customs Tariff Ordinance, 1954. The items listed below should now read as follows:

Serial No.	Description of Goods	Unit	General Tariff	Preferential Tariff
			Rs.	Rs.
	Distilled alcoholic beverages (spirits) plain or compounded:			
112-04.1	(i) When a certificate is produced to the satisfaction of the Comptroller of Customs that the spirits have been matured in wood for not less than three years.	Per litre at proof as ascertained by Syke's hydrometer	20·25	20·25
112-04.2	(ii) Other plain or compounded spirits	do.	22·75	22·75
632-09.1	Match splints not exceeding 6 cm. in length and 3 mm. in breadth and thickness	Per 1,000 or part of 1,000	Free	Free
632-09.2	Match box parts – veneers not exceeding 6 cm. x 2·5 cm. x 4 cm.	Per 100 or part of 100	Free	Free
632-09.3	Complete inners and outers of match boxes assembled not exceeding 6 cm. x 2·5 cm. x 4 cm.	Per 100 or part of 100	Free	Free
673-01.2	Jewellery of gold, silver and platinum group metals, and goldsmiths' and silversmiths' wares, n.e.s., including set gems (except watch-cases)	*ad val.*	52·5%	37·5%
673-02	Imitation jewellery (jewellery) not of precious or semi-precious materials	*ad val.*	52·5%	37·5%
821-01	Wood furniture and fixtures	*ad val.*	22·5%	22·5%
821-02	Metal furniture and fixtures (including metal office cabinets)	*ad val.*	45%	22·5%
821-09.1	Furniture and fittings of rattan and basketware	*ad val.*	30%	30%
821-09.2	Furniture and fixtures, n.e.s. (including mattresses and mattress supports of all materials)	*ad val.*	22·5%	22·5%
861-02.2	Photographic and cinematographic cameras, apparatus and appliances, n.e.s.	*ad val.*	45%	45%
			Rs.	Rs.
863-01.1	Cinematographic films exposed, whether developed or not of 35 mm. width	Metre	0·19	0·15
863-01.2	Cinematographic films exposed, whether developed or not of 16 mm. width	Metre	0·18	0·18
863-01.4	Cinematographic films exposed, whether developed or not, n.e.s.	*ad val.*	22·5%	22·5%

THE

GOVERNMENT BOOKSHOPS

Government publications provide an up-to-date, reliable, and inexpensive source of information on commercial topics. It may be advisable to check with the Board of Trade the correct title of the document required and whether it is on sale at the bookshops of H.M. Stationery Office. There are Government Bookshops at the addresses listed below, and agent booksellers in most large towns with special facilities for meeting your order quickly.

LONDON: York House, Kingsway, W.C.2 and 423 Oxford Street, W1

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BIRMINGHAM 3: 2 Edmund Street CARDIFF: 109 St. Mary Street

BRISTOL 1: 50 Fairfax Street BELFAST: 80 Chichester Street

BURMA

Changes in Customs Tariff Rates

THE GOVERNMENT of the Union of Burma has announced the following changes in customs tariff rates, with effect from December 23, 1961:

Import Tariff Item No.	Name of Article	Present Rate of Duty	Previous Rate of Duty
		Per cent. *ad val.*	Per cent. *ad val.*
6	Milk foods for infants, wholly or mainly milk	15	20
7	Fish, dried or salted	15	50 pyas per viss
9	Prawns, dried	15	75 pyas per viss
26	Coffee seeds, raw	50	100
67	Toilet paper, toothpaste, tooth powder, solid dentifrice, tooth picks, shaving sticks and cream, sanitary towels and pads and tooth wash	75 on toilet paper and 150 on the remaining articles.	150
68	Buttons, safety pins, fasteners including links and studs, hairclips, hairgrips, hairpins, hair curlers and combs, not containing precious metals or stones	25 on slide fasteners and 30 on the remaining articles.	25 on slide fasteners, 30 on buttons and 50 on the remaining articles.
125	Fish hooks	20	30
139	The following electrical instruments, apparatus and appliances, namely, kettles, boiling rings and rods, cookers, toasters, heaters, irons, lighters, hair-dryers, shavers, brushes, hair-cutters, automatic door switches and bell apparatus, fans, washing machines, domestic, refrigerators, including parts and accessories thereof	75 on kettles, boiling rings and rods and fans, including parts and accessories thereof and 100 the remaining articles.	100
140	Microphones, amplifiers and loudspeakers, including parts and accessories thereof	200 on microphones, amplifiers and loudspeakers and 150 on parts and accessories thereof.	200
158	Brushes, brooms, bath bricks, mops and feather dusters	50 on brushes and 75 on the remaining articles.	75

Issue of Import Licences

THE DIRECTORATE of Imports and Exports of the Government of the Union of Burma has announced the issue of the following import licences:

Goods	Shipping period ending	Date of issue 1961
Tools and implements	May 31, 1962	December 11
Machinery	June 30, 1962	December 14
Parts and machinery	June 30, 1962	December 18
Parts of accessories of motor vehicles *excluding* tyres and tubes	June 30, 1962	December 21
Bicycles	June 30, 1962	December 23
Parts and accessories of bicycles *excluding* frames, tyres, tubes and flaps	June 30, 1962	December 23
Chemicals	June 30, 1962	December 27
Coal tar dyes	June 30, 1962	December 27
Medicated wine	June 30, 1962	December 28
Chinese patent medicines, ayurvedic, homoeopathic and unani medicines	June 30, 1962	December 28
Scientific, surgical and optical instruments and apparatus	June 30, 1962	December 28

SOUTH AFRICA

Application for Increased Duty

CUSTOMS TARIFF application List No. 290 published as Government Notice No. 9 in the Republic of South Africa *Government Gazette* of January 5, 1962, states that the Board of Trade and Industries has received the following representations affecting the Republic's Customs Tariff:

For an *increase* in duty on:

Picks and mattocks from free of duty to 25 per cent. and 20 per cent. *ad valorem* respectively. (B.T.I. Ref. 52/9/6).

(Applicant: James Barwell (S.A.) Limited, P.O. Box 13, Alberton, Transvaal).

Where United Kingdom trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any United Kingdom firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization, should get into touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 495/62.

FEDERATION OF RHODESIA AND NYASALAND

Rebate of Duty for Manufacturing Purposes

FEDERAL GOVERNMENT Notice No. 2, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of January 5, 1962, amends the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations, 1960, published in Federal Government Notice No. 274 of 1960, details of which were given in the *Board of Trade Journal* of September 30, 1960 (page 781). The amendments are as follows:

(a) in that part relating to the Boot and Shoe Manufacturing Industry by the *insertion* of the following item under the appropriate headings as indicated:

Goods	Item	Effective Rate of Duty			
		Duty A	Duty B	Duty C	Duty D
		Per cent.	Per cent.	Per cent.	
P.V.C. leathercloth strip	331 (2)	20	12½	10	Free

(b) in that part relating to the Clothing Manufacturing Industry by the *insertion* of the following item under the appropriate headings as indicated:

Rubber bands	259 (2)	20	12½	10	Free

(c) in that part relating to the Confectionery Manufacturing Industry by the *repeal* of the following item:

Flavouring essences	18	10	5	Free	Free

and by the *substitution* therefor of the following item under the appropriate headings as indicated:

Flavouring essences	18	20	10	10	Free

CONGO REPUBLIC (LEOPOLDVILLE)

Import Licensing Procedure

A CIRCULAR No. 39 issued by the *Conseil Monetaire de la Republique du Congo: Institut d'Emission* in Leopoldville on January 3, 1962, *and effective from that date*, revises the granting of Import Licences by the *Office des Licences*. Its provisions are:

1. Any extensions granted to import licences validated before October 31, 1961, will cease to have effect on January 31, 1962. Licences validated direct for a period of more than 3 months will retain their initial validity period but may not have their validity extended in any circumstances;

2. With the exception of those licences mentioned in paragraph 1, import licence and payment authorizations which have not been used for *payment* by January 31, 1962, will be invalid. In this case, new import licence and payment authorizations must be submitted by importers to the *Office des Licences* through authorized banks before January 31 1962, in the prescribed form; these new licences may not be extended at a later date;

3. Import licence and payment authorizations which may *not* have been used for *import* by January 31, 1962, inclusive, may moreover, be extended *exclusively for import* and for a *maximum period not exceeding 2 months*, by authorized banks on condition that importers pay to their banker the difference in foreign exchange resulting from the difference between the current rate of exchange and that prevailing at the time of the initial payment;

4. Authorized Congo banks are no longer authorized to open documentary credits regarding imports of less than 100,000 Congo francs. (Fixed rate of Congo francs 140 = £1);

5. Except in the case of documentary credits opened for goods covered by licences submitted under Priorities 1, 2, 3 and 4 (see *Board of Trade Journal* of September 15, 1961, page 592), authorized banks may no longer open documentary credits for which a prior sum of foreign currency is asked for by their foreign principals.

6. Documentary credits opened from January 3, 1962, may not have a term of validity exceeding 90 days whatever the period of validity of the relevant import licence.

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TUNISIA

Prohibition of Imports

THE BRITISH EMBASSY in Tunis has reported the publication in the Tunisian *Journal Officiel* of December 19-22, 1961, of an official notice prohibiting the Import into Tunisia of goods of the following description:

Customs Classification Number	
	Carpets, carpeting and rugs (made up or not):
58.01 A	Of wool.
58.01 B	Other.
	Other carpets, carpeting, rugs, mats and matting, and 'Kelem,' 'Schumacks,' and 'Karamanie' rugs and the like (made up or not):
58.02 A	Of wool or of fine or coarse animal hair.
58.02 B	Other.
58.03	Hand-made tapestries of the following types: Gobelins, Flanders, Aubusson, Beauvais and the like, and needlework tapestries (e.g., petit point and cross stitch) made in panels and the like by hand.
58.10	Embroidery, in the piece, in strips or in motifs.
	Travelling rugs and blankets:
62.01 A	Of wool or of fine or coarse animal hair.
62.01 B	Of cotton.
62.01 C	Of other textile materials.
62.01 D	Electrically heated.
71.12	Articles of jewellery and parts thereof, of precious metal or rolled precious metal.
71.13	Articles of goldsmiths' or silversmiths' wares and parts thereof, of precious metal or rolled precious metal, other than goods falling within heading No. 71.12.

The British Embassy also advises that the *Journal Officiel* of December 29, contains an official notice prohibiting the import into Tunisia of goods of the following description:

03.01	Fresh fish (live or dead) chilled or frozen.
	Prepared or preserved fish, including caviar and caviar substitutes:
16.04 A	Caviar, caviar substitutes and botargo.
16.04 B	Thunnidae.
16.04 C	Sardines and pilchards (Sardinella).
16.04 D	Other.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room 762, Lacon House, London, W.C.1.

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SUDAN

Import of Goods Under O.G.L.

THE SUDANESE Ministry of Commerce, Industry and Supply, has announced that the following goods may now be added to the list of items which may be imported into the Sudan under Open General Licence:

Radios (all kinds) including transistors.

Importers must obtain an import registration certificate for each transaction, instead of an import licence and exporters are advised to ensure that customers hold the relevant certificate before dispatching goods.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2449.)

TURKEY

Global Import Quotas and Liberalization List

THE TURKISH authorities announced on January 4, 1962, the eighth list of global quotas and an extended liberalization list.

The list of quotas covers imports to the value of $42 million for industrialists and $22 million for importers; applications to import under the quotas must be made within one month of the date of publication in Turkey.

A further announcement will be made when full details of the quotas and liberalization list become available, but in view of the time limit imposed by the Turkish authorities for the receipt of application by Turkish importers, any firms urgently requiring information about the quotas should write or telephone the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2242).

GREECE

Customs Duties on Live Animals and on Frozen Meat

IT HAS been reported by the British Embassy in Athens that the duty of 15 per cent. *ad valorem* on live animals imported for slaughter under Nos. 01.02 A, B and C and 01.04 A, B and C of the Greek Customs Tariff, which was to come into effect on January 1, 1962, has been reduced to 11 per cent. *ad valorem*. The reduced rate will be imposed during 1962 and will be reviewed at the end of the year.

The 20 per cent. *ad valorem* duty on frozen meat [tariff Nos. 02.01 A 1 (b) and 02.01 A 2 (b),] which was to come into effect on January 1, 1962, will not now be imposed. Imports of frozen meat will continue to be free of duty for another year at least.

FEDERAL GERMAN REPUBLIC

Import Licences for Some Foodstuffs

UNDER an order dated December 29, 1961, the Federal German authorities have deliberalized the following item with effect from January 1, 1962:

Commodity Code	*Description*
1905 00	Foodstuffs manufactured by inflating or toasting cereals (puffed rice, corn flakes, etc.).

The above will in future require an import licence and be subject to market regulations. Such licences may, however, be applied for at any time, the products now being regarded as 'de facto liberalized'.

Any inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room 626, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Extn. 665.)

Economic Survey of Federal Republic of Germany

A further study in the economic conditions of member countries of the O.E.C.D. has been published entitled 'Federal Republic of Germany.' Copies from H.M. Stationery Office, P.O. Box 569, London, S.E.1. Price, 3s.

FRANCE

Quotas for Imports of Goods Duty Free or at Reduced Rate of Duty

THE FRENCH *Journal Officiel* of December 31, 1961, announced arrangements for the import of the following goods, either free of Customs duty or at a reduced rate, within the limits of quotas, during the period from January 1 to December 31, 1962. The qualifying conditions for these concessions are the same as those for 1961 (see *Board of Trade Journal* of January 27, 1961, page 223, February 17, 1961, page 420; and July 7, 1961, page 55).

(a) Whale Oils and Fats

A quota of 8,000 metric tons has been established within which hydrogenated whale oils and fats, whether or not refined, but not prepared, in packs of a net weight of more than 1 kg. with immediate packing and intended for the manufacture of edible fats (Tariff No. 15-12 B (I) (a)) may be admitted free of duty.

(b) Fritted Dolomite

A quota of 140,000 metric tons has been established within which fritted dolomite (Tariff No. 25-18 B) may be admitted free of Customs duty when imported from a member country of the European Economic Community and at a reduced rate of 1 per cent. *ad valorem* when imported from other countries to which France gives most-favoured-nation treatment, which includes countries which are members of the General Agreement on Tariffs and Trade.

(c) Nitrogenous Fertilizers

A quota of 10,000 metric tons has been established within which the undermentioned nitrogenous products may be admitted free of Customs duty when imported from a member country of the European Economic Community and at a reduced rate, as shown below, when imported from other countries given most-favoured-nation treatment.

Tariff No.	Description	Reduced rate of duty (*ad valorem*)
		Per cent.
28-30 A (I) (a)	Ammonium chloride	3·4
28-39 B (I) (b)	Sodium nitrate, other than natural	3·4
28-39 B (III)	Calcium nitrate	2·9
28-58 C	Calcic cyanamide	2·9
29-25 A (I)	Urea	3·9
31-02 B (I) (b)	Mineral or chemical nitrogeneous fertilizers, single, other than natural sodium nitrate or ammonium nitrate	2·4
31-02 B (II) (a)	Ammonitrates	2·4

(d) Wood Pulp

A quota of 180,000 metric tons has been established within which wood pulp, chemically treated by the soda or sulphate processes, unbleached and of 90 per cent. dryness (Tariff No. 47-01 B (I) (a)) may be admitted free of duty.

A quota of 32,000 metric tons has been established within which wood pulp, chemically treated by the soda, sulphate, or bisulphite processes, other than unbleached and of 90 per cent. dryness (Tariff Nos. 47-01 B (I) (b), B (II) (b)), may be admitted free of duty when imported for the manufacture of regenerated viscose cellulose.

(e) Aluminium Scrap

A quota of 5,000 metric tons has been established within which aluminium scrap (Tariff Nos. 76-01 B (II) (a) and (b)) may be admitted free of duty.

(f) Refractory Constructional Goods

A quota of 108,000 metric tons has been established within which

(*Continued on next page*)

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France (*Continued*)

certain refractory bricks, tiles, blocks and similar constructional goods (Tariff Nos. 69-02 B (I) (b) (l) and 69-02 B (II) (a)) may be admitted at the reduced rate of 11·4 per cent. *ad valorem* with a minimum rate of 3·45 N.F. per kg. when imported from countries given most-favoured-nation treatment. In all of the above cases certificates will not be valid after December 31, 1962.

BELGIUM

Transmission Tax Surcharge on Imported Goods

A BELGIAN Royal Decree dated December 14, 1961 (*Moniteur Belge* No. 308-9-10 of December 26-7-8, 1961) makes the following minor changes in the consolidated list of goods subject to transmission tax surcharge on import into Belgium.* **The decree came into force on January 1, 1962.**

Benelux Tariff No.	Description	Basic Transmission tax	Transmission tax surcharge on imported goods	Effect of Decree of December 14, 1961
		Per cent.	Per cent.	
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:			
B	Oils other than of China wood and oiticica and other than myrtle wax and Japan wax:			
I	Destined for technical or industrial uses other than the manufacture of food products:			
a	Castor oil . . .	6	2	Change of tariff heading only.
b	N.s.m.:			
I	Crude:			
bb	Other than palm oil . . .	6	2	Change of tariff heading only.
Ex 2	Other, except palm oil . . .	6	2	Change of tariff heading only.
II	Other:			
a	Olive oil . . .	6	2	Change of tariff heading only.
c	N.s.m., except palm oil.	6	2	Change of tariff heading only.

Note: The transmission tax surcharge is additional to the basic transmission tax. This surcharge is levied on certain specified imported goods in order to remove or reduce any difference in burden that may arise between taxation on imported goods and taxation on goods manufactured in Belgium.

*The consolidated list of goods subject to transmission tax surcharge on import into Belgium was published in the *Board of Trade Journal* on June 10, 17 and 24, 1960, and certain changes in that list were published in the *Board of Trade Journal* of October 21, 1960, August 25, 1961 and December 22, 1961.

Canada's Labour Report

Canada's Department of Labour have issued their Annual Report for the fiscal year ended March 31, 1961. Copies from the Queen's Printer and Controller of Stationery, Ottawa. 25 cents., or equivalent.

Potential Customers for U.K. Exports

BESIDES PROVIDING the *Export Service Bulletin* which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, or to the appropriate Regional Office of the Board.

THE NETHERLANDS

Import Duty Tariff Quotas

A NETHERLANDS Ministerial Order No. B1/11192 of December 28, 1961 (*Nederlandse Staatscourant* No. 252 of December 28, 1961), contains a **consolidated** list of goods (reproduced below) to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from **non-E.E.C.** countries. Goods imported under the terms of this Order may *not* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated).

The Order came into force on January 1, 1962.

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons) Old (Prior to January 1, 1962)	Annual Quota (Quantity: Metric tons) New (From January 1, 1962)	Duty free or Reduced Duty
09.01 A I	Coffee, unroasted	—	85% of imports during 1961 from countries other than B.L.E.U.	Free
14.02 B I	Vegetable hair	—	Unlimited	Free
15.04 C I	Whale oil	—	Unlimited	Free
Ex 28.13 F	Hydrobromic acid (gaseous, whether or not liquid under pressure)	24 (a)	25	Free
Ex 29.01 D VI b	Diphenylbenzene	—	Unlimited	Free
Ex 29.14 A II c 5 cc 33	4 Bromo, 17 alpha, 21 dihydroxy-3, 11, 20 pregnanetrion-21 acetate; pregnonolone acetate	—	Unlimited	Free
Ex 29.16 A VII a	Desoxycholic acid	11	15	Free
Ex 29.35 O II	4-amino-5-(Methoxymethyl)-2-propyl-pyrimidine	—	Unlimited	3%
Ex 29.41 A	Acetyl digitoxin: lanatoside C; Lanatoside A + B + C; digitoxin	—	Unlimited	2%
29.42 C II a	Crude cocaine	—	Unlimited	Free
Ex 33.01 A II	Essential oils, not terpeneless, except geranium, cloves, 'niaouli'-(gomenol) and 'ylang-ylangoie'	—	Unlimited	Free
38.05 A	Crude tall oil	3,000	Unlimited	Free
38.07 A	Turpentine oil		650 (b)	Free
Ex 38.07 B	Crude sulphate turpentine oil and crude dipentene	1,400	300	Free
38.08 A	Colophony, including resinous wax	16,500	11,250 (b)	Free
45.02 B	Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers), not reinforced with paper, fabric or other materials	20	100	Free
70.19 A I a	Glass beads cut or mechanically polished	—	Unlimited	Free
70.19 A III a	Imitation precious and semi-precious stones, cut or mechanically polished	—	Unlimited	Free
71.04	Dust and powder of natural or synthetic precious or semi-precious stones	—	Unlimited	Free
73.02 A II	Ferro-manganese (containing 2% or less by weight of carbon)	500	250	Free
73.02 C	Ferro-silicon	3,500	3,500	Free
73.02 D	Ferro-silico-manganese	600	600	Free
73.02 E I	Ferro-chromium	160	160	Free
73.02 G I	Ferro-tungsten	5	5	Free
Ex 73.02 H	Ferro-molybdenum	27	27	Free
Ex 73.02 H	Ferro-vanadium	9	9	Free
73.05 A	Iron and steel powders	1,400	1,000	Free
73.15 B VI a 1	Electrical sheets and plates with a watt-loss, regardless of thickness, of 0·75 watt or less, of alloy steel	600 (c)	500 (b)	Free
76.01 B I	Aluminium waste and scrap	600	600	Free
77.01 A	Unwrought magnesium	180	160	Free
78.01 A	Unwrought lead	39,000	19,950 (b)	Free
79.01 A	Unwrought zinc	9,000	4,800 (b)	Free

(a) *Quota for the second half of* 1961. (b) *Quotas for the first half of* 1962. (c) *Quotas for the first half of* 1961 (550 *metric tons for the second half of* 1961).

Note: This consolidated list supersedes the lists of goods in earlier notices on The Netherlands Duty Tariff Quotas published in the *Board of Trade Journal* during 1961.

AUSTRIA

Liberalization of Trade

THE BOARD OF TRADE have been informed of additional items to the lists of goods which may be freely importable into Austria, with effect from January 1, 1962, from O.E.C.D. countries and from GATT countries (except Cuba, Czechoslovakia and Japan). In the case of the extensions to the O.E.C.D. list, which increases the rate of liberalization from 90 per cent. to 93 per cent., the additions are technically still to be subject to licences, which, however, will be granted automatically on application. The rate of liberalization from GATT countries has been increased from 50 per cent. to 70 per cent.

Customs Tariff Reductions

THE AUSTRIAN Government have announced a 10 per cent. linear reduction in tariffs, with some exceptions, as from January 1, 1962. The 10 per cent. reduction applies in general to the standard rate or to the GATT rate if this is lower, and also to the specially reduced rates which are announced from time to time in respect of specified countries. The reduction does not in any case apply to EFTA tariffs (which already benefit by a 30 per cent. reduction), the concessionary rates applied irrespective of country of origin, or other specially reduced rates applied in accordance with the footnotes to the tariff book (e.g. reduced duties charged in cases where domestic production is inadequate).

The 10 per cent. reduction is effected by an ordinance which may be revoked at any time and which is due to expire on June 30, 1962.

The full text of the new liberalization measures and Customs Tariff reductions, in German, may be seen at the Export Services Branch, Board of Trade, Room 626, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 663.)

Margarine Plant for Czechoslovakia

An order worth £35,000 for eight automatic margarine moulding and wrapping machines has been placed with Brecknell, Dolman & Rogers Ltd., of Bristol, for installation in margarine factories in Czechoslovakia. This order was inadvertently described as for six butter packing machines in an earlier announcement (see *Board of Trade Journal*, January 5, page 13). During 1961 the company received orders from East European countries valued at approximately £100,000.

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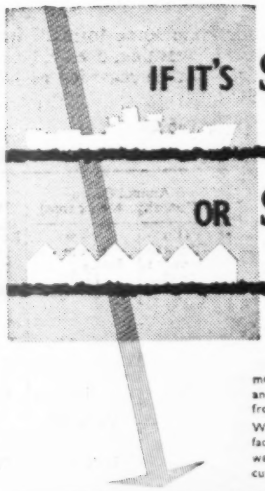

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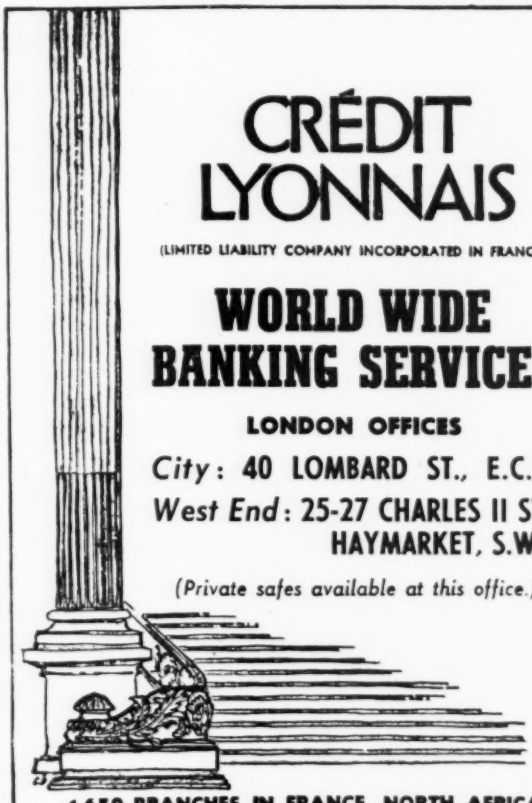

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NATO COMMON INFRASTRUCTURE SLICE XI NAVAL BASE INSTALLATIONS. Preliminary Notice is hereby given that International Competitive Bids will be invited in the Spring of 1962 for the construction of a deep water Jetty in the U.K. 2. A further Notice will be issued and will provide details enabling Contractors to indicate their desire to bid. Enquiries regarding Bidding, Specification and Conditions of Contract should not be made until this further Notice is issued. Reference Infra/Job No. 30 (Jetty).

AN EXECUTIVE of an Electrical, Consumer goods, Fancy, Gifts, etc., Exporting firm will be visiting Belgium, Luxembourg, Switzerland, Italy, Greece, Beirut, in March. Interested Importers and Agents in these countries should contact immediately to Box No. M9007, *Board of Trade Journal*, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1.

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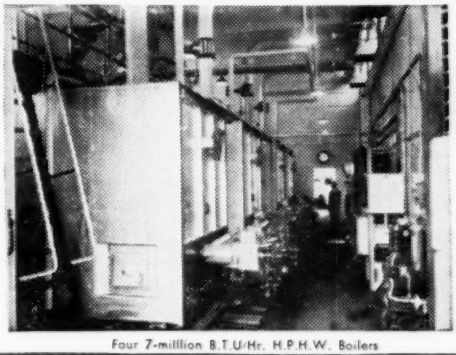

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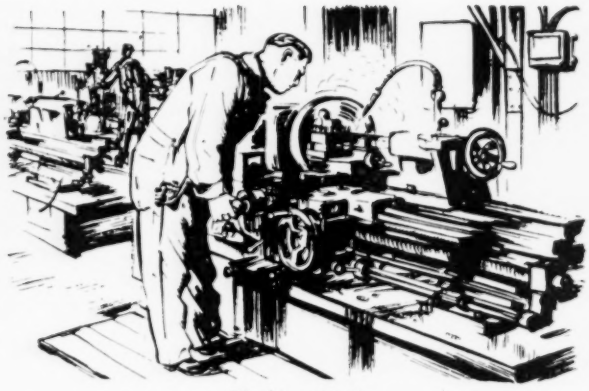

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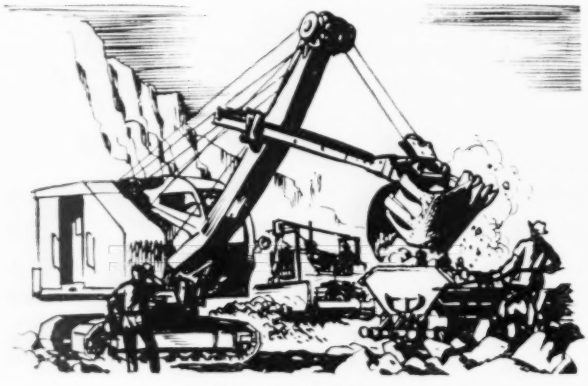

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